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AIR TRANSPORTATION

MARCH • 1961

The Air Magazine for The Modern Shipper

Vol. 38 No. 3

IN THIS ISSUE . . .

Subsidy, Routes and
Potential

Brainlift

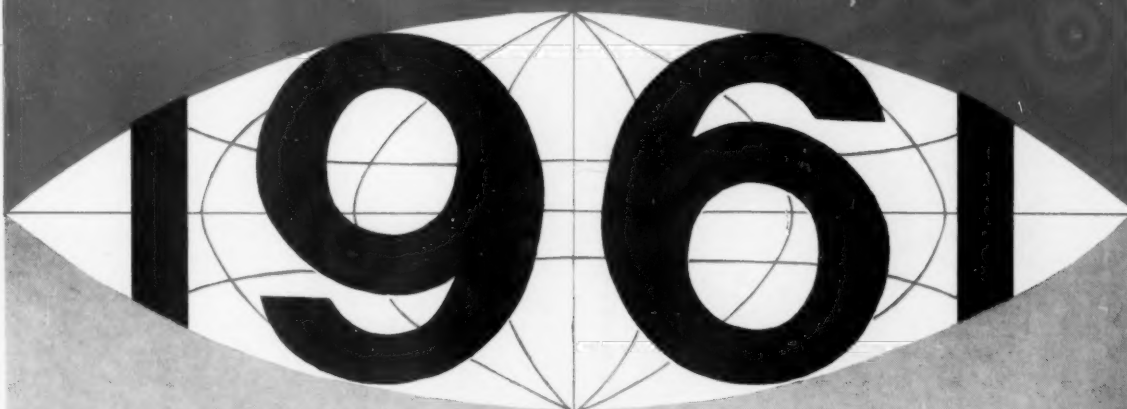
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AT Spotlight

Military Today, Commercial
Tomorrow

Stalemate and Thunder

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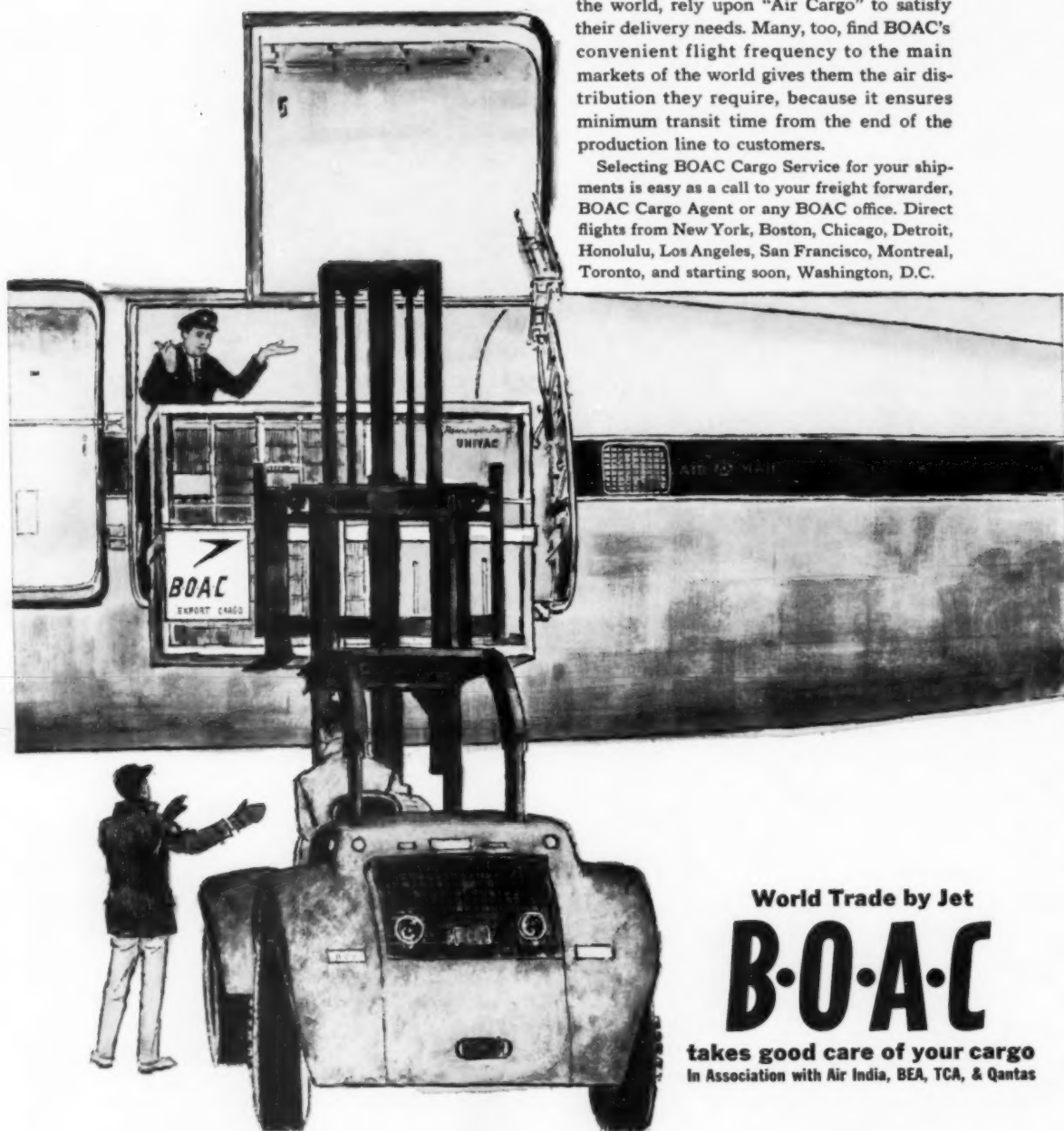
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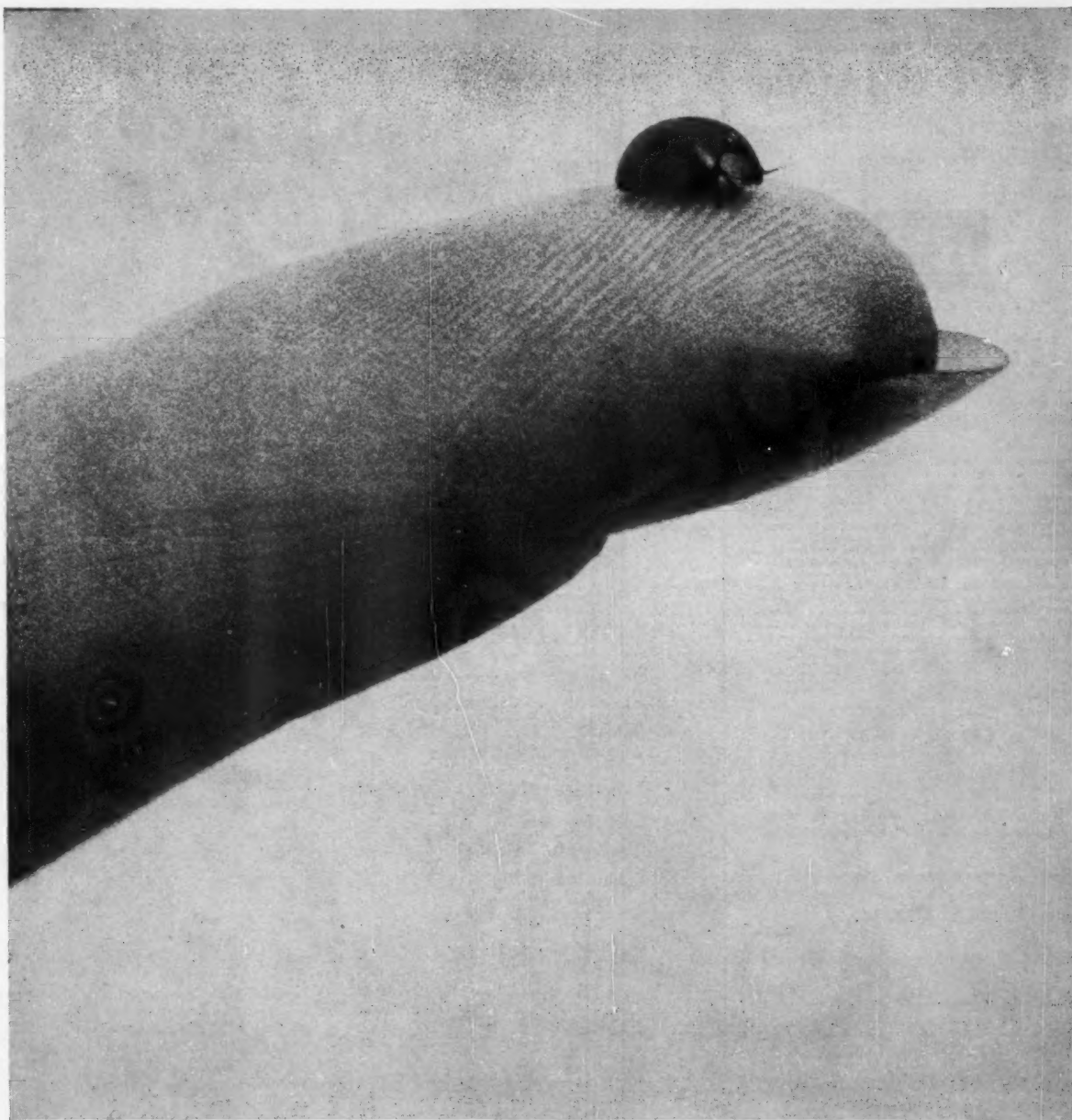
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The World's First Air Cargo Magazine

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AIR TRANSPORTATION, published once each month, thoroughly covers the entire air cargo industry for the benefit of all those engaged in shipping and handling domestic and international air freight, air express and air parcel post. Included in AIR TRANSPORTATION'S wide coverage are: air shipping, cargo plane development rates, packaging, materials handling, documentation, air cargo terminal development, insurance, routing, interline procedures, new equipment, commercial airlines, military air transport service, air freight forwarding.

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March, 1961

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1st Forwarder Charters From Europe Reach N. Y.

Two airfreighters, each carrying a full payload of German products and together representing the first forwarder air charters of consolidated shipments from Europe to the United States, landed in New York on the same day—February 13.



Schaaf



Brautman

Historic movements

The first to land was a KLM DC-7F chartered by the Deutsche Luftfrachtkontor, represented in this country by Hensel, Bruckmann & Lorbacher, Inc., of New York. A few hours later, a Super Constel-
(Concluded on Page 42)

\$2½ Million MATS Job Is Awarded to Seaboard

Seaboard & Western Airlines will earn an estimated \$2,544,000 from a new one-year contract it has inked with the Military Air Transport Service. This represents the first contract for the overseas transportation of military freight aboard a commercial airline's regularly scheduled flights.

In separate statements by MATS and Richard M. Jackson, president of Seaboard, it was announced that the contract provides for the airlift of at least 300 tons of cargo per month from East Coast MATS bases to air bases in Europe. The contractual year began February 1. The Government also will have the right to purchase transportation for military passengers returning from Europe, as well as purchasing west-bound cargo lift from European bases, providing Seaboard has the space.

Jackson pointed out that in national emergencies the transatlantic all-cargo airline offers MATS up to 1,000 tons monthly. This is based on the use of Seaboard's new fleet of Canadair CL-44 swingtail prop-jets, the first of which is scheduled to start commercial operations in July. The airline
(Concluded on Page 42)

New Heads Take Over At Air France and JAL

The heads of two major foreign airlines have relinquished their offices and new men have succeeded them to their top-level offices.

Max Hymans, who has been chairman of the board of Air France since 1948, has given way to Joseph Roos, a member of the French carrier's board. Hymans has been ailing for some time. He was named honorary chairman.

In Tokyo, Seiji Yanagita, who has been named as president of the Overseas Economic Cooperative Fund, resigned the presidency of Japan Air Lines. He has been succeeded by Shizuma Matsuo, JAL vice president.



Roos
Incoming



Hymans
Outgoing

SWISSAIR PARLEY ON MODERN DISTRIBUTION



Swissair's North American cargo sales force, shown above, recently convened in New York for the dual purpose of discussing sales problems and methods and examining new facets of modern distribution as they affect the manufacturer, importer, exporter, and the forwarder. The conference, which was opened by Hugo K. Mayr, Swissair's general manager for North America, was under the direction of Werner Seiler, United States cargo traffic and sales manager (half sitting on edge of table). Seated in front of the table are Charles Friebe, personnel instructor (left), and Max Wirz, United States cargo sales promotion manager. Parley was in preparation for Spring drive.



Matsuo
Incoming



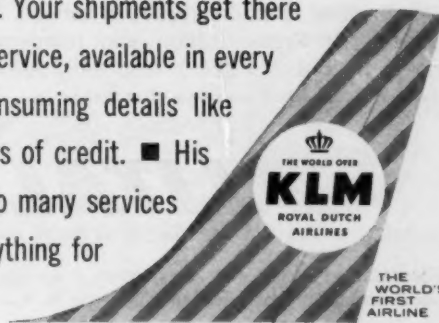
Yanagita
Outgoing

Moving into the office vacated by Matsuo is Kambu Ishikawa, who until now has served as president of the Japan Aircraft Maintenance Company, a JAL subsidiary. Ishikawa also has been a member of the JAL board. Like the airline's outgoing president, he is a veteran banker.

Air France's new president, a native of Paris, is a former lawyer and French Air Force general. During World War II, Roos served in the resistance movement as head of the Information and Underground Resistance Activities Groups in the Far East. He was awarded the coveted Croix de Guerre. Immediately after the war, he became director of air transport in the
(Concluded on Page 42)

**HOW
YOUR
I.A.T.A.
CARGO
AGENT
CUTS
SHIPPING
COSTS...**

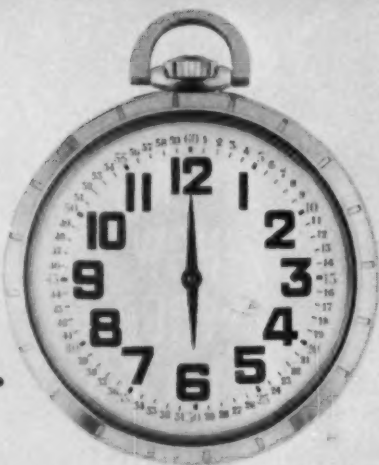
■ He knows the right markets, the right routes to reach them. Your shipments get there fast at lowest possible rates. ■ His warehousing and cartage service, available in every connecting city, cuts shipping costs. ■ He handles time-consuming details like labeling, licensing, bank documents, export declarations, letters of credit. ■ His single billing for all freight services saves accounting costs. So many services . . . so little cost! Your I.A.T.A. cargo agent takes care of everything for the lowest nominal fee. See him today!



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*Every
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New Name for Seaboard

If the stockholders go along with the suggestion of the board of directors, Seaboard & Western Airlines will be known as Seaboard World Airlines. According to Richard M. Jackson, Seaboard's president, the changed name would be a more accurate reflection of the all-cargo airline's scope of operations and activities. Seaboard stockholders are scheduled to meet April 25.

Flying Tiger Steps Up Drive in East, Midwest

John L. Higgins, vice president-sales of the Flying Tiger Line, domestic all-cargo airline, has earmarked New York, Newark, Boston, Providence, Cleveland, Akron, Canton, and Chicago for a freight sales blitz on which the company is spending \$100,000 for a promotional back-up. The east-west air carrier also has increased its schedules to provide shippers and receivers with "earlier, faster overnight freight deliveries."



Higgins
Peps up sales

Tiger is operating a new flight from the West Coast into New York International Airport in addition to a flight to Newark. This, Higgins explained, eliminates the necessity to truck freight from New Jersey to Queens, saving hours for consignees. Another new flight from the West Coast, this one to Boston, arrives at 12:50 daily, the earliest of the all-cargo arrivals in that city.

The airline, which has purchased 10 Canadair CL-44 swingtail freighters, will introduce them on its cross-country route in the summer. Tiger is the only all-cargo airline providing a transcontinental service.

National Adds a Second Super Connie Freighter

National Airlines, which nearly a year ago inaugurated *Super-H Constellation* all-cargo service (May 1960 AT; Page 8), has introduced a second *Super-H* on the New York-Miami run.

Robert D. Havenstein, New York regional cargo sales manager, who pointed out that the new aircraft will give National another 1½ million pounds of capacity per month, said that it flies nonstop from New York International Airport to Miami on a daily except-Sunday basis. Departures are at 1 a.m., with flight time 4:37 hours. Northbound the flight leaves Miami at 3 p.m., makes stops at Fort Myers and Orlando, and reaches New York at 9:53 p.m.

National's other all-cargo flight from New York to Miami makes stops at Orlando and Tampa southbound, and Tampa and Philadelphia northbound.

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 FREIGHTERS
 OR FAST DC-8C
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 THINGS LARGE
 OR SMALL
 SWIFTLY &
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"National Defense must not wait..."

so we use Delta Air Freight"



Convair, Ft. Worth, Texas, uses Delta Air Freight to help meet production deadlines and testing schedules for the B-58, America's first supersonic bomber.

"Every minute test planes are grounded, our national defense program is affected," says Sam Keith, Traffic Manager. "Delta Air Freight plays a vital part in the B-58 production and testing program, by reducing the transit time for high-priority material between our Ft. Worth plant and distant test sites."

Profit from Delta's BIG PLUS

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Delta all-cargo flights serve

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On the Wing

Ini—The Argentine airline recently hauled its third complete television station from Miami to Buenos Aires, the third such operation. Extent of this cargo operation is underscored by the fact that each TV station weighs some 40,000 pounds, with the journey more than 5,000 miles long. John F. Barrett, Ini's United States general manager, is authority for the fact that to date not a single tube has been damaged in all three flights.

Air France—A new strawberry plant (Mount Everest climbing perennial, that is), which will grow to a height of six feet, has taken to the air for the first time. The seedlings grown in Soings-en-Sologne, France, 1,500 pounds of these plants were jettfreighted to New York, consigned to Garden Specialties, New Hyde Park, Long Island. It is expected that the initial consignment will produce at least 250,000 pounds of berries by next fall. This, says Air France, is only the start of the traffic. More than 10,000 pounds are due to follow.

Panagra—Since last July, when Panagra's DC-7F freighter went into service, more than 80 horses and 300 sheep (not to mention an armadillo, pink flamingoes, chinchillas, angora rabbits, Bolivian mountain cats, lion cubs, seals, penguins, hunting dogs, baby chicks, cats and dogs) have produced cargo revenue for Don Huff's department.

Big Air Express Terminal Opened in Atlanta by REA

National and local officials and key men of REA Express attended the opening of REA's new, modern Air Express Terminal in Atlanta. The new \$70,000 facility, which is located less than three-quarters of a mile from the flight line, is capable of handling from 6,000 to 7,000 pieces a day. The old wooden facility handled an average of 3,100 pieces daily. The express company stated that the new structure can be expanded if the volume of shipments handled warrants it.

(Continued on Page 42)

Douglas Aims at Cutting Freight-Handling Time

The Military Air Transport Service and the Air Materiel Command have awarded two contracts to Douglas Aircraft Company, both of which are seeking the development of new methods whereby cargo-loading and terminal procedures will be streamlined. The pair of contracts total \$650,000.

Involved in the AMC contract is Logair. This organization links the nine Air Materiel Area depots in the United States with 80 other domestic Air Force bases. AMC directs the Logair operation which is flown by commercial contract carriers.

Under the Air Force system management, Douglas is asked under the first contract for a detailed analysis of all ac-

(Continued on Page 41)



Here today—There tomorrow!

Air-India performs new cargo magic in the sky...neat trick ... with no transshipment! AIR-INDIA offers direct service to LONDON, PARIS, FRANKFURT, GENEVA, ROME, CAIRO,

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MARCH 1961—PAGE 11

The Domestic Cargo-Mail Service Case

SUBSIDY, ROUTES AND POTENTIAL

AN initial decision in the Domestic Cargo-Mail Service Case (Docket No. 10067 et al) by a Civil Aeronautics Board examiner has come through with a series of recommendations which, if upheld by the Board, will bring a number of significant changes in the air cargo transportation industry.

Included in the long list of recommendations by Examiner Merritt Ruhlen, are designation of Riddle Airlines as the one North-South all-cargo carrier, with eligibility to receive a subsidy; and the naming of Flying Tiger Line, instead of Slick Airways, to provide coast-to-coast all-cargo service.

Recommendation of a subsidy for Riddle is the first big step towards Federal subsidization of all-cargo air transport. The examiner conceded that the choice of a carrier to operate the north-south route "is not easy," but ultimately decided that "its detailed plans for the operation of the needed service with modern all-cargo equipment supports its selection." Aaxico, which abandoned scheduled operations in 1959, had sought selection as the north-south carrier.

Referring to the unrealized 1949 prediction of a domestic air freight potential of "not less than one billion ton-miles annually" (386,710,000 ton-miles of domestic freight were recorded in 1959), Ruhlen insisted that "an enormous potential still exists."

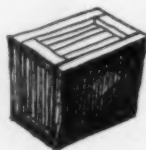
Following is the summary of the examiner's conclusions:

I. Flying Tiger should be granted a certificate for an indefinite period authorizing the air transportation of property and mail on a nonsubsidy basis as follows: Between the terminal point Los Angeles, the intermediate points San Diego, San Bernardino, Santa Ana, Ontario, Riverside, San Francisco-Oakland, Sacramento, Stockton, Merced, Fresno, Portland, Seattle-Tacoma, Salt Lake City, Denver, Des Moines, Omaha, Louisville, Akron, Cincinnati, Cleveland, Columbus, Dayton, Toledo, Youngstown, Milwaukee, Detroit, Grand Rapids, Indianapolis, South Bend, Chicago, Albany, Binghamton, Buffalo, Rochester, Syracuse, New York-Newark, Harrisburg, Philadelphia, Pittsburgh, Bridgeport, Hartford, Springfield, Baltimore, Dover, Providence, Wilmington, Washington, and the terminal point Boston; provided that service to Salt Lake City, Denver, Des Moines, and Omaha may be furnished on a demand

basis; and provided further, that service to Providence, Bridgeport, Albany, Buffalo, Rochester, Syracuse, Baltimore, Dover, Harrisburg, Wilmington, Philadelphia, Pittsburgh, Akron, Cincinnati, Columbus, Dayton, Toledo, Youngstown, Louisville, Indianapolis, South Bend, Grand Rapids, Milwaukee, San Diego, Sacramento, Stockton, Merced, Fresno, San Bernardino, Santa Ana, Ontario, Riverside, and Washington may be furnished by means of truck to the nearest regularly served airport.

"II. American should be granted a certificate for an indefinite period authorizing the air transportation of property and mail on a nonsubsidy basis as follows:

"(a) Between the terminal point of San Antonio, the intermediate point Dallas/Ft. Worth, and (A) beyond Dallas/Ft. Worth, the intermediate point Nashville, and (1) beyond the intermediate point Nashville, the intermediate points Baltimore/Washington and Philadelphia, and the terminal point New York, and (2) beyond the intermediate point Nashville, the intermediate points Louisville, Cincinnati, Dayton, and Columbus, and (a) beyond the intermediate point Columbus, the terminal point Pittsburgh, and (b) beyond the intermediate point Columbus, the intermediate point Akron, and the terminal point Cleveland, and (B) beyond the intermediate point Dallas/Ft. Worth, the intermediate points Oklahoma City, St. Louis, Chicago, and the terminal point Detroit.



"(b) Between the terminal point Houston, the intermediate points San Antonio, Dallas/Ft. Worth, San Diego, Los Angeles, and the terminal point San Francisco-Oakland.

"(c) Between the terminal point Detroit, the intermediate points San Diego, Los Angeles, and the terminal point San Francisco-Oakland.

"(d) Between the points El Centro and Salinas and any point presently certificated to American Airlines, Inc., located within the United States on a demand basis.

The certificate should contain the following terms, conditions, and limitations:

"(1) The authorization to serve El Centro and Salinas shall terminate three years from the effective date of the certificate granted herein.

"(2) Flights serving Houston and Dallas/Ft. Worth or Houston and San Antonio shall originate at Dallas/Ft. Worth, Houston, San Antonio, Pittsburgh, or New York and terminate at San Diego, Los

Angeles, or San Francisco/Oakland, or shall originate at San Diego, Los Angeles, or San Francisco/Oakland and shall terminate at Dallas/Ft. Worth, Houston, San Antonio, Pittsburgh, or New York.

"(3) Flights serving Pittsburgh, Pa., shall (a) also serve one of the following points: Memphis and Nashville, Tenn., Tulsa and Oklahoma City, Okla., Ft. Worth/Dallas and Houston, Tex., and (b) originate or terminate at (1) Tulsa, Okla., or Dallas, Texas, or points west or south thereof or (2) Houston, Texas.

"(4) On flights serving San Francisco/Oakland and Los Angeles and/or San Diego, American shall not discharge at Los Angeles or San Diego property or mail which was enplaned at San Francisco or Oakland, and shall not discharge at San Francisco or Oakland property which was enplaned at San Diego or Los Angeles.

"(5) This certificate shall terminate without notice and without hearing upon the date American Airlines, Inc., files a request, application, or petition for subsidy mail pay.

"III. Riddle should be granted a certificate for 10 years authorizing the air transportation of property and mail (with subsidy eligibility limited to a period of five years) as follows:

"(a) Between the terminal point Boston, Mass., the intermediate points New York, N. Y., Philadelphia, Pa., Baltimore, Md., Washington, D. C., Richmond, Va., Jacksonville, Palatka, Lakeland, Orlando, Tampa-St. Petersburg, Sarasota, Fort Myers, Fort Pierce, Stuart and West Palm Beach, Fla., and the terminal point Miami, Fla.

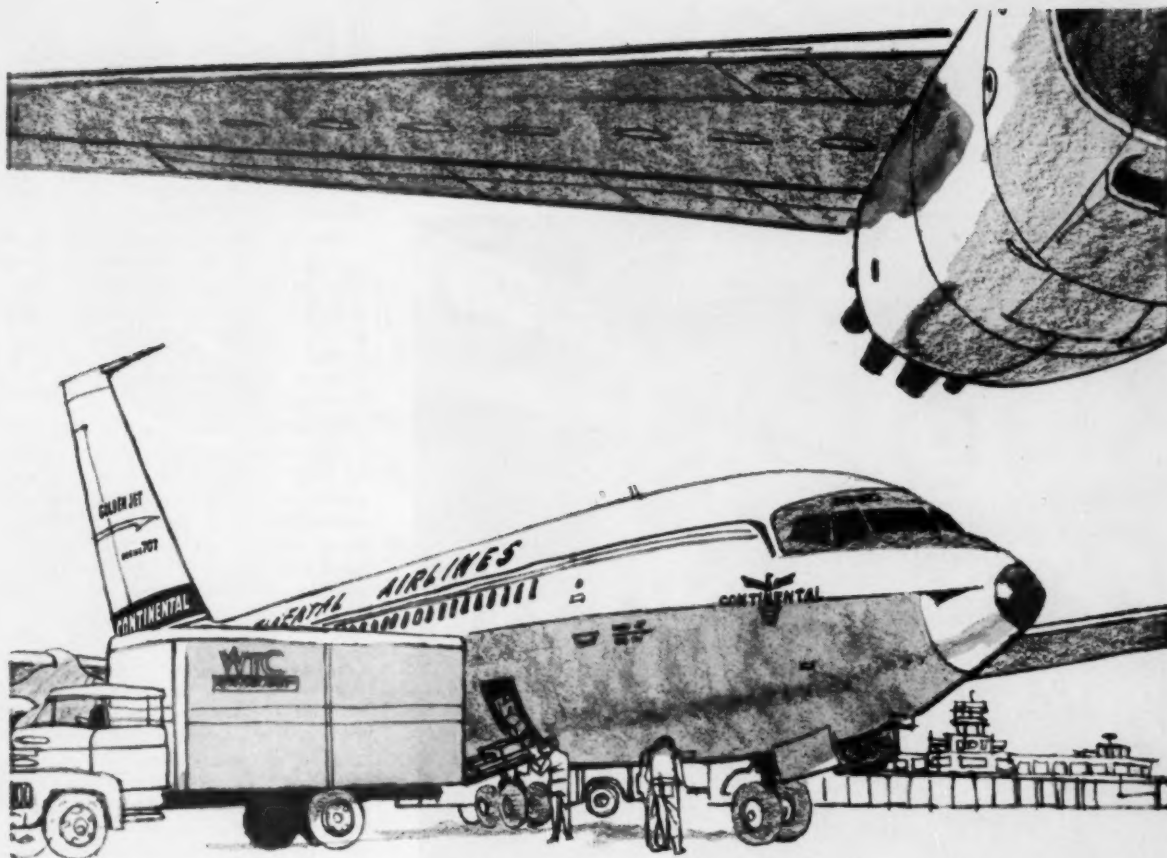
"(b) Between the terminal point Miami, Fla., the intermediate points West Palm Beach, Stuart, Fort Pierce, Fort Myers, Sarasota, Tampa-St. Petersburg, Orlando, Lakeland, Palatka, and Jacksonville, Fla., Atlanta, Ga., Louisville, Ky., Indianapolis, Ind., Cincinnati and Columbus, Ohio, and (a) beyond Columbus, Ohio, the terminal point Chicago, Ill., and (b) beyond Columbus, Ohio, the intermediate point Cleveland, Ohio, and the terminal point Detroit, Mich.

"(c) Between the terminal point Boston, Mass., the intermediate points New York, N. Y., Philadelphia, Pa., Atlanta, Ga., and Birmingham, Ala., and the terminal point New Orleans, La.

Provided, however, that service to Baltimore, Washington, Richmond, Jacksonville, Palatka, Lakeland, Orlando, Tampa/St. Petersburg, Sarasota, Fort Myers, Fort Pierce, Stuart, West Palm Beach, Louisville, Indianapolis, Cincinnati, Columbus, and Birmingham may be furnished on a demand basis.

"IV. Delta should be granted a certificate for an indefinite period authorizing the air transportation of property and mail between Houston and Dallas.

V. American, Delta, Flying Tiger and
(Continued on Page 33)



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New! Minimum air freight charge only \$4.00 on Continental!



Brainlift!



W. C. VREELAND, vice president of RCA International, inspects part of 28,000-pound shipment—a fully-transistored 501 computer—consigned to Sveriges Kreditbank, Stockholm, Sweden. One hundred and sixty-four separate pieces were loaded into the DC-7F freighter at New York International Airport. Note absence of heavy export crating.



FIVE KEY MEN in the first transatlantic flight of the 501. Left to right are: George Moore, district cargo sales manager, Pan Am; David Muller, vice president, World-Wide Services, Inc.; W. G. Vreeland, vice president, RCA International; Richard Hunter, RCA traffic manager; and Fred Hayes, cargo sales manager in Newark for World-Wide.

IF you were one of the many millions of NBC viewers on Election Day, no doubt you saw the Radio Corporation of America's 501 Computer in action. It was that monumental mechanical brain that blinked and whirled and spewed forth forecasts on the state-by-state fortunes of Messrs. Kennedy and Nixon.

One of these computing gargantuas took to the air the other day. It was the first time that a 501 moved in international flight, the 28,000-pound pioneer hopping in a Pan American World Airways freighter from New York to Stockholm in something like 16 hours.

World-Wide Services, Inc., the air freight forwarding firm which handled the huge multi-component wizard, expressed no doubt that it could be accommodated with ease in a DC-7F. Major concern was how well the delicate, fully transistored machine could take the over-the-road part of the journey to New York International Airport.

A total of 164 units comprised the shipment destined to Sveriges Kreditbank in the Swedish capital. They originated in four of RCA's plants, located in Virginia, Illinois, New Jersey, and New York, converging on New York International where they were taken in hand at World-Wide's terminal. Their departure from the plants took place on a Friday.

Interesting to note is that each of the long-haul trucks toting the computer parts carried a sensitivity meter designed to measure and record vibration and shock en route to the airport. Even with air-cushion suspension there was many a rude bump registered in the road vehicles. A similar meter showed that the eventual plane ride to Bromma Airport, Stockholm, was completely smooth and gentle (which partly accounts for the lower insurance rates on airborne goods).

Had the components gone by surface, they would have been encased in literally thousands of pounds of export crating. For the flight the highly sensitive pieces wore nothing more than sheets of cellophane and a few wooden slats (which reduced considerable weight and transportation dollars).

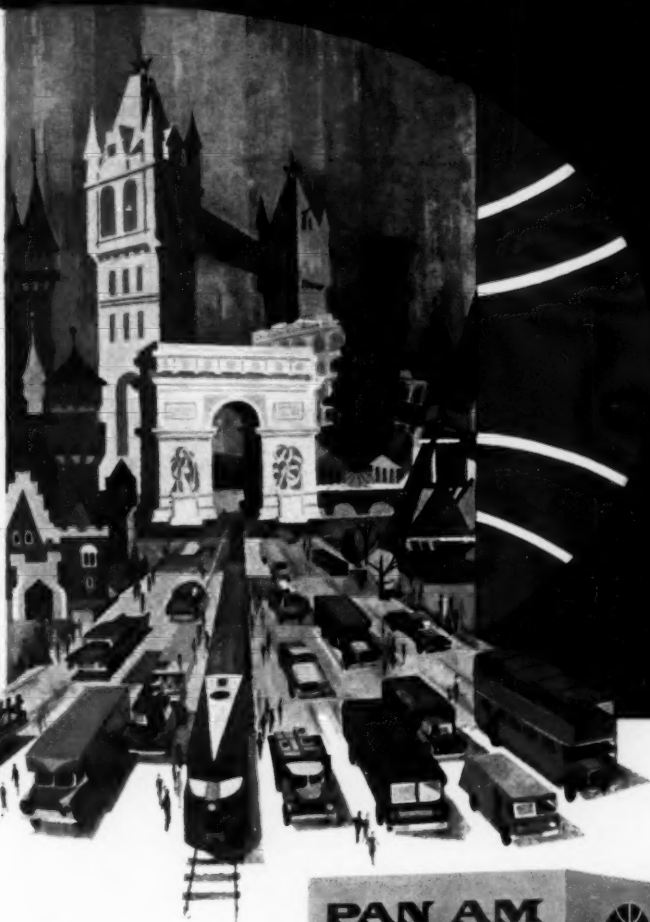
With departure slated for Monday, the cargoplane reached its destination point Tuesday morning. The same evening Sveriges Kreditbank was running the 501 to test how well it had withstood the long trip.

Not only is the safety factor higher in air transportation, but it actually is cheaper to ship the 14-ton computer by air than by sea, regardless of the lower

(Concluded on Page 32)

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Now, in one step, the most complete overseas marketing service ever developed helps you do business with Europe's 343,000,000 consumers.



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More flights direct to more major markets by the world's largest, fastest overseas air cargo fleet!

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More American and English-speaking personnel to represent you and your product overseas!

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- *World-wide contact service!* Pan Am's integrated sales/service organization takes the hitches out of world marketing.
- *World-wide follow-through* makes world's surest delivery!

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*Trade Mark, Reg. U. S. Pat. Off.

Call your cargo agent, freight forwarder or Pan Am office.

In short...

NOW A DOZEN YEARS OLD, domestic air freight rate minimums appear to be on the way out. Civil Aeronautics Board has announced its desire to eliminate them. Originally instituted as a measure designed to forestall any chance for a rate war, the CAB now sees no such threat as imminent. If CAB goes through with its proposal, lower rates probably will be on the way.

•

MORE FIREWORKS ARE DUE in the Transpacific Route Case. Fourteen airlines have asked CAB to reconsider its decision. One of President Eisenhower's last acts was to turn down the Board's far-reaching recommendations because "our foreign relations would be adversely affected were we at this time to add second carriers on our major routes to the Orient." He said his decision to disapprove was "predicated on considerations of foreign policy." Maintenance of good relations with Japan was paramount in Eisenhower's thinking. Now the hot potato has been passed to President Kennedy.

•

KLM SAYS THAT ITS POSITION on freight forwarder charters, taken at the ill-fated IATA cargo meeting in Paris (see Page 24), has not been accurately reported. Clarifying statement indicates the Dutch airline's feeling that U. S. forwarders, under CAB regulations, are permitted to charter aircraft for consolidated loads, thereby placing forwarders abroad in a "disadvantageous position." Its strong stand in favor of low rates on "approximately a planeload basis" was aimed at equalizing the competitive position of all forwarders regardless of nationality.

•

CURRENT CONJECTURES ON THE NORTH ATLANTIC cargo rate situation--at least on the part of some executives--is that through IATA and/or Government intervention present rates will remain in effect through June 30. In the interim, they say, another meeting of the North Atlantic carriers will take place, this time with positive results. This attitude is not by any means unanimous.

•

AIR FREIGHT FORWARDERS ASSOCIATION annual banquet, set for April 7 at the Waldorf-Astoria in New York, has speared new CAB Chairman Alan Boyd as principal speaker.

•

DISSOLUTION OF THE MONITORSHIP of the Teamsters Union has led to plans by its president, James R. Hoffa, to hold a convention and election in mid-May. There is little doubt Hoffa will win reelection. Look for increased organizing activity in the air transport industry.



TODAY'S
ECONOMICAL
AIR FREIGHTER
ARGOSY

HAWKER SIDDELEY AVIATION 32 Duke Street, St. James's, London, S.W.1.

A glimpse of Olin Mathieson at work

Company With a \$100 Million-a-Year Traffic Bill

By VIOLA CASTANG

Assistant Editor, Air Transportation

"Transportation," Clint Vescelius, Olin's corporation director of transportation, is quoted in a feature article in *Olin Mathieson Progress* as categorically stating, "is one of the three basic functions of a business. When you get right down to it, a manufacturing business is simply a matter of making a product, selling it, and then delivering it to the customer at a profit."

Not only is transportation one of the three main functions of a business, the article further states, but it is also one of the three most expensive operating costs. Approximately \$100 million a year (about \$273,000 a day) is spent by Olin on delivering materials to and from its plants and to customers throughout the world. Only two other operating expenses—raw materials and supplies, and employee wages and salaries—top this. Transportation thus "plays a key role in the ability of a company to make a profit."

Of the various methods of transportation used, air transport plays a part that is literally irreplaceable. Medotopes (radioactive drugs), for instance, lose half their "life" in 24 hours. Not only is warehousing out of the question; speed in delivery is an essential—particularly as the customer is not charged for radioactivity lost in ship-



KEY MEMBERS of the Olin Mathieson Chemical Division's transportation management team, headquartered in Baltimore (seated, left to right): R. A. Smego, general transportation manager; R. F. Heemann; F. S. Myers; W. A. Powers; C. B. Humelsine; and (standing, left to right): J. J. Kerr; L. J. Fallon; I. T. Horst; H. B. Noack. Olin's corporate transportation management is headed by Clint Vescelius who is not shown here.



GENERAL SCENE at the Squibb traffic department in New York. In center foreground is James Orr, traffic manager, flanked by Harry Raben, assistant traffic manager (left) and John Mohr (right), who handles air traffic of Squibb drugs. In the background (left to right) are Edith Tremel, Alex Metzger, Edward Guderian, James J. Joyce, Steven Storck, Louis M. Laurita, and Naomi Gucousky. Squibb is veteran air shipper.

ping, but only for what he receives. Three times a day trucks leave the Squibb plant in New Brunswick, N. J., sometimes with a police escort. If a shipment is destined for a point outside the Metropolitan New York area, it is raced to one of the three major airports—Newark, La Guardia or International—and swiftly loaded on to a jet. At destination it is transferred to the hands of a waiting messenger, who speeds it to a hospital or doctor. Less than six hours takes care of a delivery from New York to the West Coast. Only by air could this miracle of timing be performed.

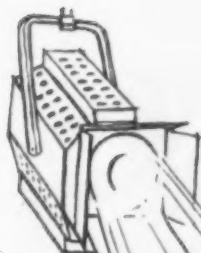
Multiply this incident a thousandfold in a thousand different ways. For years the company has consigned drugs of all types to all areas of the world. Easily susceptible to deterioration and urgently requiring fast transport, this

(Continued on Page 29)

MUNICH **LONDON**
AMSTERDAM **ROME**
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EL AL AIR CARGO



AT Spotlight on...

Dirk J. M. Koek

*Manager of Freight Marketing
KLM Royal Dutch Airlines*



HAVING come to know Dirk Koek rather well over the years, the writer has grown to expect, recognize, and appreciate an invariable form of greeting: a broad smile, an outstretched hand, and a sonorous "How's life?"

The occasion of this *Spotlight* on KLM's cargo chief has given the writer the opportunity to turn the tables on him, and to provide the answers to a retaliatory "How's life with Koek?"

Once he had aspirations of becoming a chemist; but World War II interrupted his education, and he hasn't for a moment rued the diversion to his present occupation. Today, with responsibilities which stretch long fingers to every part of the world, he finds himself engaged in far-flung activity. It has made of him an intercontinental commuter, increasingly at ease in foreign cities, some of which at one time appeared strange and stiff to him.

Commanding an excellent knowledge of the English language—he has mastered several—he has the faculty of entering into a knotty discussion or a round of hairsplitting with a thoroughly relaxed attitude. The facts supporting a point of view—his or his company's—are well-marshaled, and he can slug away in debate with the best of them.

As one who is intensely cognizant of the immense complexity of international air cargo, he will avoid the trap of vague generalization. Many times the writer has listened to him narrow a question or a problem to the point where it can be answered or dealt with in a reasonable manner.

Last fall he was asked to address an air freight seminar in Oklahoma City on the subject of the potential of international air freight.

"These words may sound very simple," he told his audience, "but it is immediately obvious that this subject has so many aspects and covers such an enormous area—also geographically—that it never could be dealt with in part of a morning. The only possibility is, therefore, to divide the subject in parts and to pick out those parts which are most important."

Koek then informed his listeners that because the North Atlantic route accounted for about 25% of all the international ton-miles of freight carried by the world's air carriers, he would concentrate on it as "representative of what is going to happen elsewhere." Then he reduced it further by carefully stating that anything he said would be from the standpoint of a carrier. A moment later, he narrowed it even more by posing his own question: "How can the available potential be developed in an economically justified manner? Or, even simpler: how, and under what conditions, will we be able to make a profit out of it?" And with the subject now within manageable proportions, Koek proceeded to examine it from all angles. Next morning the nation's press carried his words.

Last December 1, Dirk Koek marked his fifteenth anniversary with the Dutch airline. As a point in fact, the date also marked his fifteenth anniversary in the air transportation business. Prior to his KLM association, he had spent about

five years in the insurance business.

Probably unaware of it at the time, his subsequent career was charted for him from the very start of his association with the airline. Possibly because of his background involving insurance rates, he was assigned to wrestling with cargo rates. The Netherlands was only months after liberation when he joined the airline, and KLM still had not inaugurated its North Atlantic route, although it was to do so soon.

Between December, 1945, and the fall of 1949 he quickly developed a facility with cargo rates and rating. This period also presented him with an opportunity to participate in various meetings of the International Air Transport Association, world organization of international airlines, and its Rates Board conferences.

At the end of this period, Koek was transferred to a new position which brought him directly under Dr. Sj. de Boer, who headed the Freight Division and under whose direction KLM became one of the world's most important carriers of international air freight. Koek was assigned to manage the Liaison Department which had been established to serve as a link between the home office in The Hague and the many freight offices in the field. It was at this point where the tempo of his life was inordinately quickened—but it was all tied to growth in an industry that daily was becoming more competitive.

KLM's freight traffic grew at a fantastic rate. Expansion of the freight organization kept pace with this growth.

(Continued on Page 30)



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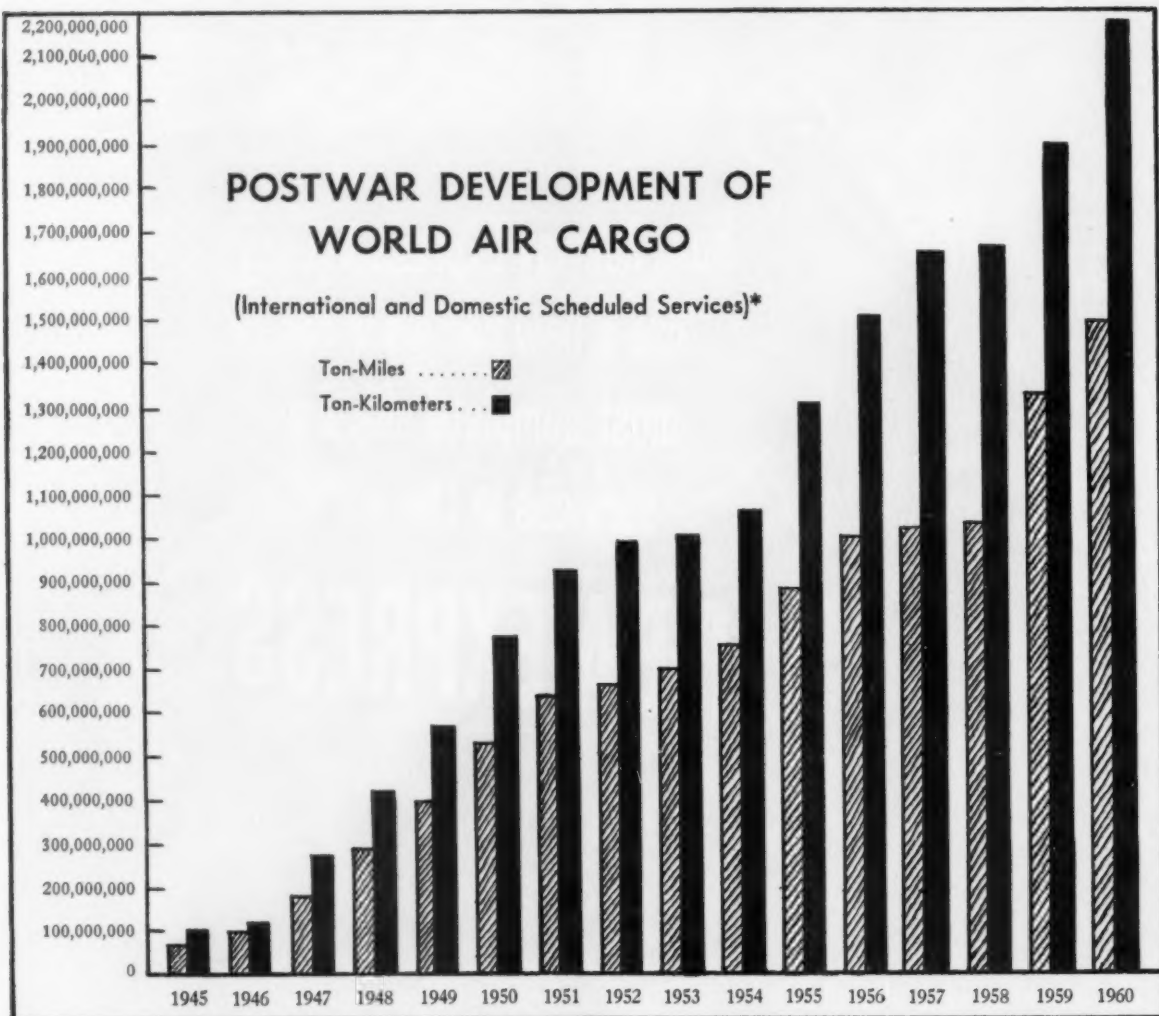
REA expedites imports and exports via a vast land-air-sea network through 21 gateways from and to points in 41 countries. Negotiable through bill of lading, pioneered by REA, ends customs delays, warehousing expense, speeds distribution. Reduced surface rates in the U. S., too, between gateways and other domestic points.

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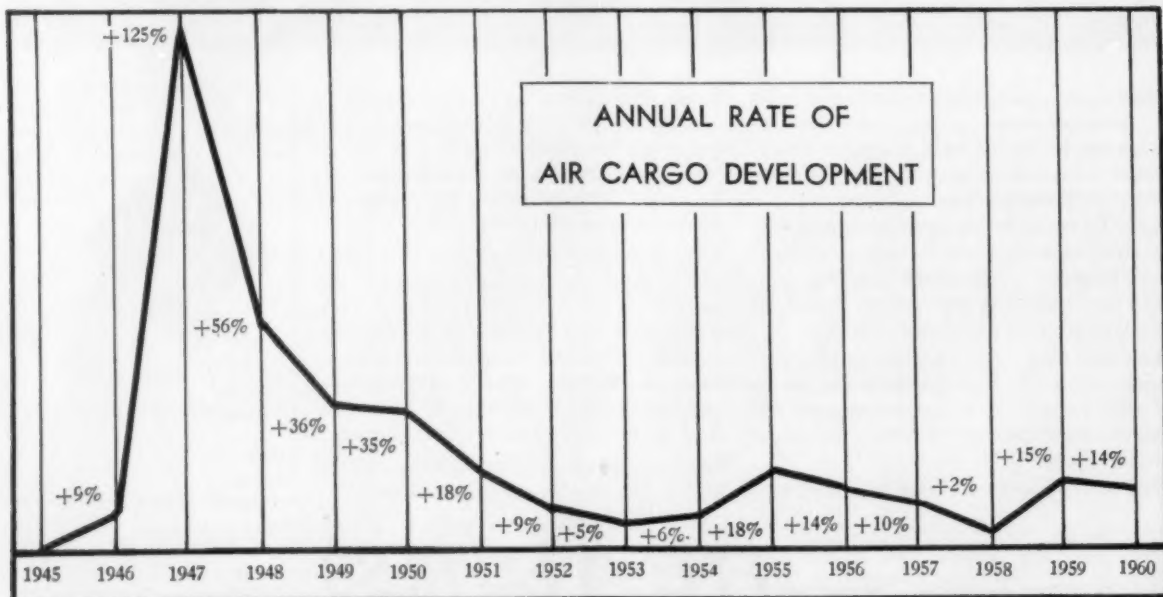


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Vertol cuts helifreighter loading time by four-fifths

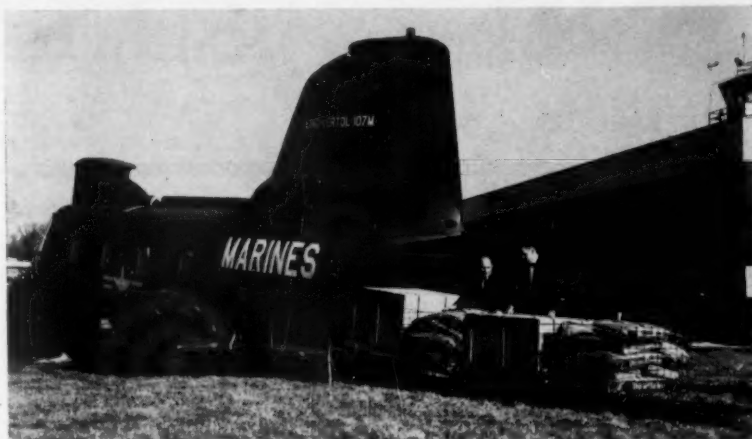
MILITARY TODAY . . . COMMERCIAL TOMORROW

YOU can bet your bottom dollar that the future (we won't hazard a guess just when) will see helicopters—helifreighters, that is—performing offline transportation services, including pickups and deliveries. Inasmuch as rotary wing aircraft literally can land on a dime, it's no problem for one to sit down in a parking lot or position itself at a loading dock.

Since the Korean War, the helicopter as a carrier of cargo has made important strides, both militarily and commercially. One of this country's three scheduled helicopter airlines has been hauling freight for a number of years, two of them are shuttling express, and all three mail.

Full-blown commercial air freight is not exactly 'round the corner, but maturity will come, and with it a new pattern of shipping services will evolve.

Meanwhile, Boeing's Vertol Division has taken the wraps off a new integrated loading system for its 107 helicopter. The company recently demonstrated that with this system one man can load or unload two tons of military shipments from the aircraft in three minutes or even better. Vertol said that it is designed "for military field duty where loading and unloading time can be critical." It is for use in rugged terrain without the need to rely on ground equipment or ground personnel.



DEMONSTRATING how to load two tons of cargo into a Vertol 107 in three minutes or less—with only one man. Passenger-cargo version soon will be in airline service.

Right now, under field conditions for helicopter transports, some 40 minutes are required to complete a load-unload cycle. With the Vertol-developed system, the cycle has been slashed to a mere six minutes—a significant dent in that worrisome bottleneck on the ground.

How does it work?

Company engineers have settled on recessed rollers in the floor of the 107 as well as in the ramp for moving palletized freight. In addition, there are guides for wheeled vehicles and cargo,

plus a pair of roller-equipped 20-foot long beams. The latter serve as ramp extensions.

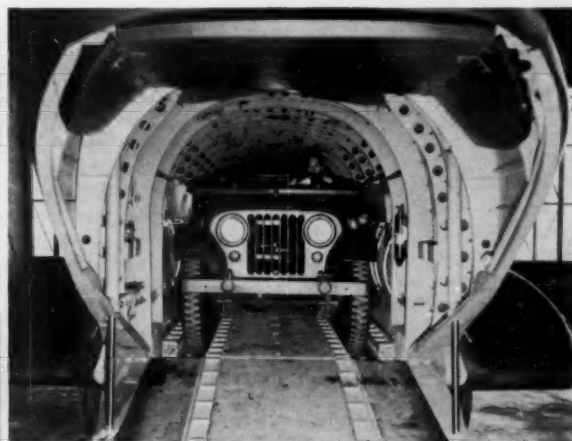
The $4\frac{1}{2}^\circ$ nose-up attitude of the helicopter when it is on the ground allows gravity unloading through the cargo beams. When the procedure is reversed, pallets are drawn aboard the aircraft from the cargo beams with the assistance of a hydraulic winch. The winch forms a part of the 107's standard equipment.

Now take taxi-dropping. This is an

(Concluded on Page 32)



WHEN TROOP SEATS are folded back . . .



CARGO BEAMS at sides guide jeep wheels.

A rate war on the horizon?

The experts don't believe it likely.

But the most recent IATA conference

on North Atlantic freight rates

has brought nothing but . . .

STALEMATE *an*

By RICHARD MALKIN

Executive Editor, Air Transportation

IT was an almost innocuous statement which the International Air Transport Association distributed to the press on February 10:

"Negotiations between scheduled airlines for a new cargo rate structure over the North Atlantic were concluded today in Paris with no agreement. . . ."

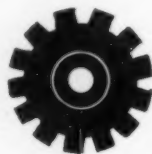
"No agreement" means a possible open-rate situation after June 30. Indeed, a number of North Atlantic air carriers are taking advantage of an escape clause which conceivably will give them the right to scrap current rates and introduce on April 10 new ones substantially below the present levels.

There has been some talk of a looming rate war in the world's most competitive air cargo market. Few men close to the situation believe this will come about, but there is plenty of thunder over the North Atlantic at the moment. As this is being written, perilously close to the printing deadline, the industry posture is in an extreme state of flux: everybody is feeling out everybody else, and there is a general scramble for advantageous position in the market.

Pan Am, No. 1 carrier of international air freight, rushed through a statement which, together with an announcement that on April 10 it will institute a rate system based on weight breaks "in place of the current outmoded and expensive commodity rate system," provided the following examples of planned reductions. These will go into effect if the North Atlantic airlines reach no agreement before that date.

Weight (kilos)	Old (per kilo)	New (per kilo)
Under 45	\$2.81	\$1.90
100-250	2.11	1.14
250-500	2.11	1.10
1,000-7,500	1.83	.95
7,500 or over	1.83	.68

In making this announcement, Willis G. Lipscomb, vice president-traffic and sales, asserted that his company is "convinced that substantial benefits to the public will result from low cargo rates by encouraging cheaper and faster exchange of goods across the Atlantic."



L. P. Marechal, TWA's vice president-sales, said his company would adhere to a similar rating system, with planeload shipments going down to as low as 33¢ a pound on the run from New York to Paris. He said that shippers would save 34% on exports weighing less than 100 pounds, 29%, 100-220 pounds; 47%, 220-550 pounds; and 48%, 550-1,100 pounds.

KLM was reported as having decided on establishing eight weight breaks, ranging from under-100 pounds to 22,000 pounds. It would retain certain specific commodities and institute a mixed-consignment rule.

SAS said it probably would come through with a structure of general commodities starting at \$1.90 per kilo

for shipments of under 45 kilos, \$1.10 per kilo in the 100- 220-kilo bracket, projecting the rates downward as the weights increase, with 66¢ per kilo set for the maximum of 1,000 kilos. The foregoing would have a number of weight breaks included.

Additionally SAS is planning to make effective a "flock of developmental rates," these covering present developmental classifications plus several found among specific commodities. A 45-kilo minimum has been established in the developmental class of rates, with no provision for weight breakpoints. Six classes—A through F—carry rates which run from \$1.20 per kilo (for Class A), through a series of rates which taper as follows: \$1.10, 99¢, 88¢, 77¢, and finally 66¢ (for Class F).

Advice from Alitalia, El Al, Irish, Sabena, and Swissair indicated that they would meet head-on any competition which may be forced on them.

(*Air Transportation* was partially on press when it learned that Irish International Airlines was proposing a tariff which it described as favorable to both large and small shippers. Its scale of general commodity rates would be based on half a dozen weight breaks, ranging from 77¢ per pound in the under-100-pound bracket, to 27¢ per pound for shipments of 2,200 pounds and over. Minimum charge would be \$8.

Francis de Matlachowski, the airline's cargo sales manager-North America, further reported two sets of specific commodity classifications which, he claimed, were the most attractive in

d



the industry. In the first classification, with weights at 100-220, 220-550, and 550 pounds and over, respective rates for these weight levels are 36¢, 34¢, and 32¢ per pound. In the second classification, for identical weight levels, the rates are 32¢, 29¢, and 27¢ per pound, respectively.



The following commodity descriptions fall into the first classification: electrical appliances and parts; machinery and tools and parts; chemicals, drugs, and medicines; scientific, precision, dental and surgical instruments; musical instruments, music boxes, phonographs and parts thereof; optical goods, photographic and projection equipment, and optical, projection and darkroom supplies; toys, games and athletic goods. The second classification includes: yarn, thread, fibers, natural and synthetic cloth in bales, bolts or pieces; clothing and footwear, outerwear, undergarments; automobiles and agricultural machines and parts thereof; adding and computing machines and parts thereof; newspapers and printed matter; radios, televisions and combination radio-television sets and combination radio-phonograph sets, electrical household appliances and parts thereof.

The introduction of a mixed-consignment rule is likewise proposed.)

BOAC would offer rate cuts up to 76% on shipments in New York-United Kingdom movement. This is in line with a statement by Gilbert Lee, commercial director, who, on his return to London from the ill-fated cargo conference, stated that BOAC intended to

"continue to pursue a policy of offering rates which are fully competitive." It was indicated that the British carrier plans to reduce rates by from 48¢ per pound in the 200-pound breakpoint, gradually scaling down to a 30¢-per-pound saving for shipments of over 2,200 pounds. The British airline said that it is considering even lower rates for certain selected commodities.

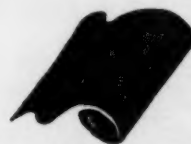
A spokesman for Lufthansa told *Air Transportation* that "as no agreement between international air carriers on a new rate system providing lower transatlantic cargo rates was reached at the recent IATA rate conference. . . . Lufthansa will undertake its own evaluation of the rate situation." He added that the German air carrier "will continue to favor a rate system which gives proper consideration to the economic interests of the shippers on both sides of the Atlantic and also takes into account the essential requirements of the air industry."

About one week later, Lufthansa declared that, contingent on approval by the CAB and the Federal Republic of Germany, its new tariff, "in addition to a system of general commodity rates, will continue to provide for even more specific commodity rates for 15 of the most important groups of commodities shipped on the transatlantic route." This evolved in seven weight breaks for shipments in the general cargo classification, with descending rates established for shipments starting at under 100 pounds and ranging through the top breakpoint of 16,500 pounds. These general rates, the airline said, "will result in discounts of up to 73% for the highest weight bracket." It added that "four weight breaks in the specific commodity rate group, ranging from 100 pounds to 2,200 pounds, allow for rate discounts of up to 24%."

Air France was prompt in reacting to the impasse on rates. On February 13 it announced that it is "taking steps to meet any and all competition and is now preparing a lower cargo rate structure designed to benefit the largest possible cross-section of the air cargo industry." The French company stated that it would "maintain a position of strict competition." It emphasized that it favored lower rates, but opposed plans which could create monopolies.

In New York, an Air France executive added the hope that "a certain amount of reason will prevail among the IATA carriers between now and April 10. If not—well, then, we shall have to be competitive." The suggestion has been made that the French airline may even "out-compete the United States airlines if need be. From another source, it was learned that the company is considering asking the French Government to take certain steps in order to protect its interests.

This possibly will spark the CAB into some action. On January 17, in a letter to CAB Chairman Whitney Gilliland, John H. Mahoney, vice president-sales of Seaboard & Western Airlines, the only all-cargo airline oper-



ating in the North Atlantic market, sought an "expression of attitude" on Seaboard's approach to transatlantic rates. Gilliland, in his reply, conceded that the Board had a deep interest in "the full development of air cargo on a sound basis and considers it essential that rates be established at the low-

est level consistent with the economics of operation," but ducked taking a stand by stating that it would be inappropriate to "comment upon any particular proposal at this time."

It all started when, last fall, IATA convened at Cannes, France to "discuss new approaches to cargo rating in order to encourage greater bulk traffic over the North Atlantic, European, and related routes." (November 1960 AT; Page 5). At that time, V. E. L. Dubourcq, senior vice president of KLM Royal Dutch Airlines and chairman of the IATA Traffic Conferences, stated:

"The airlines unanimously recognize a need for bold and imaginative measures to fill the cargo holds of the new jet transports and the growing number of all-cargo aircraft in scheduled service. The industry is on the threshold of the great cargo breakthrough and we hope to give it a push."

The "push" to which Dubourcq referred failed to occur after weeks of inner-hall wrangling. Different viewpoints, different internal problems, different economics, and different fleet compositions muddled the waters, with the result that the only actions taken at that parley were with regard to specific cargo rates applicable to air freight moving between Canada and

Europe, and new developmental special commodity rates aimed at boosting traffic between North American and Caribbean points. The main body of argument was left unresolved and smoldering.



What shall the new structure be like? The United States air carriers were known to be plumping for a structure which would be similar in all or most respects, to the one which went into effect on the Central and North Pacific at the beginning of last year (November 1959 AT; Page 7). The Pacific structure, as it now stands, eliminates all commodity rates and is based on a series of weight breaks with progressively cheaper rates for all commodities alike as weight increases.

Disagreement posed a potentially dangerous situation. Realizing this, the Traffic Conference decided to hold its first all-cargo parley, setting the date for January 23, and naming Paris as the place where the new attempt was

to be made (December 1960 AT; Page 4).

Between the breakdown of the first parley and the start of the new one, considerable industry discussion centered on the single question: how far will IATA go towards establishing rates to attract volume traffic? The intervening period failed to produce the usual quota of pontificating pundits. None could be found who would make a forthright prediction on the outcome of the new meeting, although several air cargo men were adequately skeptical about it to suggest that it might even turn out to be another bust.

Eleven days before the kick-off date of the Paris meeting, Seaboard & Western Airlines called a press conference in New York and stated precisely what it expected to propose to IATA with regard to what the rate structure should be (February 1961 AT; Page 16). The rates proposal was along the following lines:

Maintain the current general commodity rate up to and including the 1,100-2,200-pound bracket, then drop below, starting with the 2,200-5,000-pound bracket which would be rated at 46¢ per ton-mile. The scale would continue to descend in stages of 2,500 pounds each until the 10,000-pound level, and thereafter in 5,000-pound stages until 65,000 pounds. A 14.5¢

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per ton-mile rate would be established for the latter weight. (This is the theoretical payload of the CL-44 swingtail which Seaboard plans to place in operation in July.)

Furthermore, the cargo line would have established a minimum weight of 550 pounds on specific commodities, with rates scaling from 47¢ per ton-mile down to 14¢ per ton-mile, in contrast to general commodity rates descending from a high of 56.4¢ to 14.5¢. Seaboard also would eliminate certain commodities, consolidate others, and fix charter rates so that no difference exists between the IATA charter rate and IATA scheduled service.

None of the other carriers aired what their precise positions at IATA would be, although during and after the second fruitless session there were leaks which provided a general picture of what they were. At any rate, it now appears that by the time January 23 rolled around, the divers positions of the IATA members had become petrificative. It was another case of the illustrative irresistible force and immovable body.

Seaboard's immediate position was to stick to its guns. In a special bulletin rushed to all its offices, it announced a schedule of general commodity rates which "will attract new volume traffic

through a large number of substantial discounts for shipments of higher weights," aimed at providing an incentive to "large shippers, freight forwarders, consolidators, and cargo sales agents." The new structure, following closely the lines set forth in its original proposal to IATA, is based on 15 different weight-rate levels. On the New York-London run, for example, Seaboard rates would range from 75¢ per ton-mile in the under 100-pound bracket to 16¢ per ton-mile for shipments of 50,700 pounds and over. Lower specific commodity rates are being "added to the list." It was noted that "considerable reductions will take place on some specific commodities, but all such reductions will be accompanied by increased minimum weight requirements."



When the Paris parley broke down on February 10, Hans Aepli, Swissair vice president and now chairman of the IATA Traffic Conferences, stated:

"This has been difficult and complicated negotiation. While cargo traffic has grown steadily in past years, a really great jump in airlines' capacities will occur in the next 12 months. It is generally recognized that the only way to get traffic to match this is to offer lower rates.

"Carriers, however, have their own ideas as to how this should be done, based on their own assessment of markets and their own reading of the future; and the coming capacity is so great that there are few precedents to go on. Some carriers wish to attract new and bulk traffic by offering substantial general rate cuts across the board at progressively higher volume breakpoints. Still others want to achieve this end through development of new and volume traffic by offering similar reductions within a system of commodity classifications derived from the existing structure of specific commodity rates.

"The Conferences have also had to discuss the possible combinations of the two ideas in any number of permutations without, however, reaching the unanimous agreement required.

"The meeting agreed on the cargo rate pattern in Europe, the Middle East and Africa with no change.

"It has set up a group to meet in

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three months' time to make an interim and intensive study of the European rating structure with a view to its simplification and the introduction of new promotional features for European cargo tariffs. It is hoped the results of this study will be introduced in 1962."

This is small comfort to the North Atlantic carriers who still are seeking that elusive formula which will attract enough additional traffic to lead them into the envisioned breakthrough, without causing them to lose their collective shirt in the process. The multifaceted situation finds, for example, an all-cargo airline coming up with brand

new equipment which can haul bigger loads at lower operational cost; the rapid acquisition of fast big-capacity, all-cargo aircraft, principally in the DC-7F and *Super H* classes, by a number of carriers; the converse action of an operator of all-cargo aircraft giving it up for total reliance on passenger-cargo planes; and the domination of the route by Boeing 707 and Douglas DC-8 passenger jets, each of which can accommodate about five tons of freight. Each is seeking to hold out the best service to the shipper and forwarder, attract more of their business, and not lose an advantage either in the com-

petitive market or in the ledger reposing in the fiscal department at the home office.

The problem, in a nutshell, is how to put the best foot forward to the shipping public without hurting oneself in the process. This is an evolutionary period, possibly just preceding the long-awaited revolutionary era; and as such, the jockeyings for advantageous position are a little rougher, the stands a little more stubborn, and the stakes perhaps more than a little higher.

The leading North Atlantic carriers have made haste to state their intentions come April 10. Consequently, the importers and exporters will be reaping the benefits derived from the hurriedly announced new rates. Doubtless there will be a new upsurge of traffic, but professionals are aware that this is but a temporary arrangement; that the key to North Atlantic stability remains to be discovered.

It is known that IATA is concerned with the rise in charters for the purpose of airlifting consolidated shipments in planeload lots. Air Express International Corp. was the first to institute these. Starting last summer, it has chartered large-size transports at the rate of about one a week, these supplementing the regular movements of their consolidations aboard scheduled aircraft. Last month, on the same day, the Deutsche Luftfrachtkontor and the Frankfurt office of Pan-Maritime Cargo Service, Inc. each sent the first westbound charters of consolidated freight shipments. More charter flights are on the way.

Private conversations with consolidators on this side of the Atlantic, including those who have chartered aircraft for their consolidations, have indicated to *Air Transportation* that they are not particularly interested in preserving this kind of movement. According to these informants, they have turned to



it in the absence of "the right kind of a rate structure."

The smaller cargo agents are represented as being unhappy with the higher rates for smaller shipments which are included in certain proposals. They are claiming discrimination in favor of the consolidators who amass bulk shipments from many smaller ones.

The Air Freight Forwarders Association has taken a definite position in the

situation. Of the various proposals put forth in Paris by the airlines, it supports that of Seaboard as representing the nearest to its own rating philosophy.

It is an educated guess that when the North Atlantic carriers ultimately reach an accommodation among themselves, the resultant rates will go a long way towards obviating the attraction of charters for the movement of consolidations. . . .

\$100 MILLION-A-YEAR

(Continued from Page 18)

commodity became one of the first standbys of the airlines' cargo departments.

Sixteen years ago, *Air Transportation* featured a byline article by a Squibb executive who expressed the reasons for his company's having turn-



ed to air freight—the carrier happened to be American Airlines—to perform a coast-to-coast distribution job in 24 hours. (May 1945 *AT*; Page 23.) The product was a new wonder drug. It was called penicillin: and this was the first shipment for general civilian use. Since that time, the company's use of air freight has grown phenomenally, although it remains a small part of Olin's total annual movement.

Transportation affects pretty well every area of Olin, from production to research. Clearly, nothing which has to be used, be it raw materials or any piece of equipment, "just grown" in the place where it is being used. *Progress* asserts that "the importance of transportation to Olin can quickly be seen when you realize that in a single year, Olin purchases and delivers to our plants hundreds of millions of dollars worth of raw materials and supplies to make our wide range of products. In addition, Olin produces more than \$700 million worth of finished goods a year (or about \$2 million a day) which must be delivered to customers throughout the world. The Chemicals Division—which transports more commodities than all other divisions combined—delivers about 80,000 carloads of chemicals a year. One single plant in this division—Pasadena, Tex.—produces over a ton of fertilizer a minute, which obviously must be moved out regularly to make room for the next batch. Regular shipments must be maintained in most plants because storage costs are high (sometimes more than transportation costs),

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and the company does not make any money until the product is delivered to the customer and paid for."

It is recognized at Olin that the role played by transportation personnel has soared in scope and importance in recent years. The traffic clerk consigning a shipment by any convenient carrier is out; the specialist with a keen grasp of the overall picture is in. Highly qualified, he understands the complex nature of his job, which involves working with virtually every department of the company as well as with the type or types of carrier appropriate to the shipment.

Costs must be watched minutely, for a small percentage increase can snowball startlingly. Olin's \$100 million transportation operation can lose \$1 million as a result of a 1% increase in expenses; therefore, transportation staffs must exercise constant vigilance over each and every smallest detail of their work.

"Increases in operating costs have a way of creeping into such a large operation," Vescelius warns, "and soon run up to a sizable amount, unless each person responsible keeps a close check on all aspects of his operations."

It is at this point, of course, where

"landed" costs (packing, warehousing, insurance, etc., in addition to the actual transportation charge) often show air freight to good advantage—an aspect which industry in general is beginning to appreciate.

Costs, of course, are not the whole of the story for the transportation staffs. *Progress* attributes a good share of the credit for the smooth working of the plants and Olin's good relations with its many customers to the efficiency, skill and personal attention displayed by transportation personnel. They number around 300, of whom about 150 at some 15 company locations supervise Olin's overall transportation activities. The rest, working at the company plants, mesh with the transportation offices to achieve the maximum of efficient performance.

Their responsibilities, aside from watching to see that Olin's products and materials are distributed at the lowest cost consistent with the service and delivery requirements of customers and the company plants and warehouses, include, according to *Progress*, "the selection of transportation facilities (both privately owned and publicly owned), warehousing, negotiation of rates and routes, tracing of materials, handling of loss and damage

claims, making passenger reservations for company people traveling on business and reviewing federal and state legislation having effects on Olin transportation." In addition they control



operation of truck, aircraft and barge fleets; effect the movement of employees' household goods when transfers take place; and provide such analyses, etc., as may be called for in the interests of the highest efficiency of the workings of the organization. •••

SPOTLIGHT

(Continued from Page 20)

Koek found himself tackling additional traffic and sales problems. Burgeoning North Atlantic traffic, competitor attitudes, international relations multiplied the problems as fast as the ton-miles piled up. One had to be a man of many parts in order to do his job well: administrator; salesman; diplomat; economist; customer relations man; publicist.

In 1955, de Boer was elevated to the

office of vice president for freight, mail, and charters. This moved Koek into the job formerly held by de Boer. Four years later, the latter, still as a vice president, assumed new duties outside of the Freight Division. Dirk Koek thus became top cargo man in KLM's world system.

He figures that he has flown more than a million kilometers in company service. In 1959, he covered about 2,000 kilometers a week; it was even higher in 1960. The inexorable demands of his job keeps him away from home four to five months a year in the aggregate. Ask his wife, Ans; she has been keeping an accurate record.

"Come what may, Time and the hour runs through the roughest day," Shakespeare says in *Macbeth*.

It is this race against "Time and the hour" which Koek and his aides are successfully selling to the world's shippers as the most important element of modern distribution. But "Time and the hour" also have trapped him away from that which used to be his norm in living. He once enjoyed playing a game of tennis, "but there is very little of that nowadays." He likes a good game of checkers, "but time interferes." He took pleasure from sitting back and listening to music—good New Orleans

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jazz as well as the old classical masters—"but I don't have the time to listen to it as much as I'd like."

His private reading time also has suffered, but he hasn't permitted it to go by the boards altogether ("Have you read Ayn Rand? She intrigues me.")

With his wife, Ans, and their four children ranging in age from five to 12 (including a pair of twin boys), Koek makes his home at the seashore. And it is there where he indulges in his favorite form of relaxation—walking.

As this interview took place some time before the unfortunate breakdown of the IATA cargo rates meeting in Paris, with the bruited possibility of a North Atlantic rate war as the result of an open-rate situation, Koek's thoughts on North Atlantic rates as expressed to the writer loom especially significant today.

"No one is satisfied with the present North Atlantic rates," he said. "It's a compromise built on a compromise. I believe quite definitely that rate differentiations based on weight—more than is the case today—must be introduced on this route. And I would maintain developmental rates. I would like to see something like this included in IATA plans."

He is of the opinion that major bulk shippers should be entitled to operate under "special conditions." But under Civil Aeronautics Board regulations, he hastened to add, "this might be somewhat difficult."

"This is a routine procedure in all forms of transportation everywhere, you know. As I see it, it would make the use of air transportation much more attractive to big shippers and consolidators."

KLM's cargo head foresees in the first half of the Sixties a rise in the rate of growth of international air



freight. In contrast to the last decade's annual growth rate of total international air freight traffic of approximately 13%, the North Atlantic average has been in the neighborhood of 20%. If the passenger growth rate (about 14½%) has exceeded that for freight, Koek is inclined to blame the airline industry as a whole which expended "less effort on freight sales than on passenger sales."

The potential air freight market may develop in such a way that out of the welter of developmental schemes will come "a separate air freight transportation industry." The thought was still

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fresh in Koek's mind, for he had just returned from a formal discussion where he had thrown it on the table for contemplation.

"A separate air freight transportation industry will come into being, provided that certain conditions will be fulfilled," he had said. "Stripping down the facts to the barest essentials, I find that the fulfillment of these conditions mainly will depend on the answers to the following questions:

"To what extent will we be able to increase the market potential for air freight by rate reductions; and

"Will there be aircraft available that can be operated profitably, taking into account future rate reductions?"

These questions, Koek said, are interdependent. Rate decreases are dependent on the type of cargo planes employed, as well as on the volume developed through these lower rates which "must be sufficient to fill the aircraft to the extent necessary for an economical operation."

What are the answers to these two posers? Here his natural cautiousness intruded.

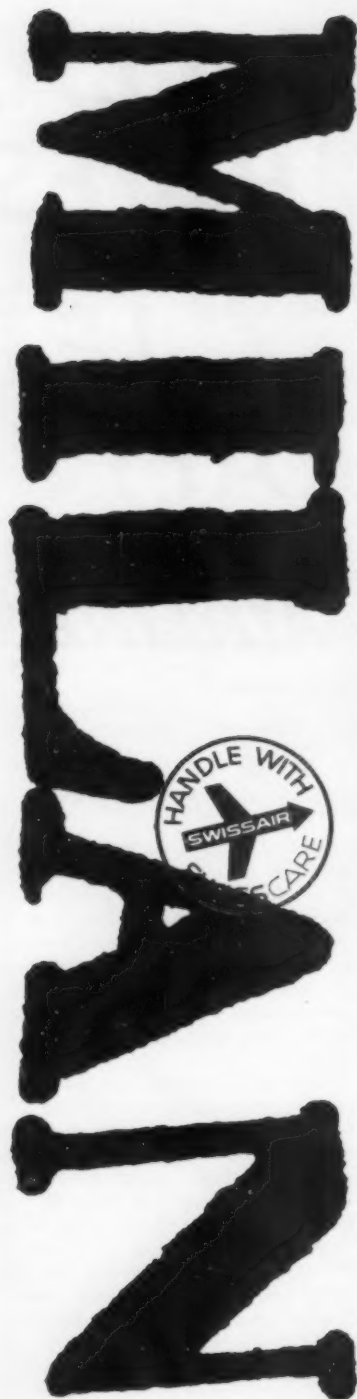
"I am inclined to give the following replies without claiming that these findings are scientifically correct:

"Basing myself on the year 1959, I expect that with rate reductions result-

ing in a decrease of the average income per ton-mile of 4% per year, the airline industry will be able to increase the average annual rate of growth on the North Atlantic from 20% as it has been in the past to about 30% per year until the year 1965. The volume of all the airlines together would be from four to five times as large as for the year 1959.

"Taking into account rate reductions of 4% per year, it would mean that around the year 1965 there should be freighter aircraft available that can be operated at direct operating costs, including depreciation, of about 9¢ per ton-mile. It should, however, be taken into account that these same aircraft should be still good beyond the year 1970; and that, consequently, taking into account further rate reductions after 1965, the actual performance should be better.

"The actual costs per ton-mile should, therefore, not be higher than 8¢. For good order's sake, I emphasize that I do not expect the rate reductions to which I refer will come gradually each year. In some years, the reductions may be greater; in others, there may be no reduction at all. Moreover, there are calculations based on a system of reductions, whereby existing traffic can be partly maintained on the present



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rates and new lower rates will be introduced to attract new traffic flows."

Koek told the interviewer that he was not confident many new commodities will take to the air by 1965. The increases, he stated, will be provided largely by the same industries now using air freight but diverting to it more of their surface shipments. He estimated that some manufacturers he had in mind, now giving air freight about 15% of their total volume, will give it "at least 50% at certain rates."

KLM is one of the most important operators of all-cargo aircraft on the North Atlantic. For the present, Koek indicated, conversion of excellent passenger planes to all-cargo configuration,



best suits his company's purposes. The Canadair CL-44? The Lockheed Hercules? No, KLM is not interested in purchasing these new freighter types. They are not feasible for KLM's particular operation, Koek said.

"The basic philosophy within our company is that volume must be built before we can think about the addition of a new-type all-cargo aircraft. Volume increases will raise present freighter frequencies. Then we shall be economically justified in replacing our present aircraft with a type of plane which can perform in one flight what the others are doing in two."

MILITARY TODAY . . . COMMERCIAL TOMORROW

(Continued from Page 23)

unloading method, demonstrated by the 107 in the past, which capitalizes on gravity to move shipments out of the aircraft over the rear ramp, while forward taxiing distributes the load along the ground. According to Vertol, taxidrop unloading is "improved with the incorporation of the integrated cargo systems."

To convert a troop-carrying 107 to helifreighter use, seats are folded

against the side of the fuselage. The cargo beams are stowed beneath them, now acting as guide for the wheels of vehicles drawn aboard.

The new system was demonstrated in a Vertol-financed mockup of a 107. A prototype of this helicopter made its maiden flight three years ago. Airliner versions are in production, with New York Airways scheduled to take delivery later this year. ● ● ●

BRAINLIFT!

(Continued from Page 14)

ocean rate. Sveriges Kreditbank, for example, was especially eager to receive it without undue delay. Since the 501 is not sold outright but leased on a rental basis, a 30-day surface

movement figures to be awfully expensive for the lessee.

And this is where Pan Am and World-Wide came into the picture. ● ● ●

DOMESTIC CARGO

(Continued from Page 12)

Riddle are fit, willing, and able properly to perform such transportation and to conform to the provisions of the Act and the rules, regulations, and requirements of the Board thereunder.

"VI. Direct all-cargo air service on a flagstop basis should be authorized to each domestic defense base. Such service should be provided by a commercial carrier serving the certificated point nearest to such base.

"VII. An investigation should be instituted to determine whether the relationships between *Flying Tiger* and the *N. Y. Central Railroad* or between the chairman of the Board of *Flying Tiger* and other organizations engaged in or interested in common carriage may adversely affect the public interest.

"VIII. Investigation of the need for all-cargo service by the all-purpose carriers should be dismissed.

"IX. All other applications and petitions should be denied."

The Board examiner found the domestic air freight potential a true reality. He pointed to the fact that motor carriers in 1954 transported only 700 million ton-miles of freight at rates exceeding 16¢ per ton-mile, but that 7½ billion ton-miles moved 12.25¢-16.34¢ per ton-mile, 10 billion ton-miles at 9.54¢-12.25¢ per ton-miles, and 14 billion ton-miles at 6.82¢-9.54¢ per ton-mile. Air cargo, on the other hand, averaged 20¢ per ton-mile.

"These data indicate that a substantial volume of additional air cargo is available if the service can be provided at rates in the 7¢ to 16¢ per ton-mile range," Ruhlen asserted. "Some of this traffic may travel distances too short to be benefited by air service, but more than 30 billion ton-miles of freight move by common motor car-



rier for distances in excess of 600 miles at rates of 7¢ per mile or higher. If rates in this range can be achieved, the airplane can compete for this type of traffic. An enormous air cargo potential exists, but events of the past 10 years demonstrate that the 'break-through' to capturing a substantial part of this market will not be achieved without substantial developments in the air cargo field.

"Establishment of rates competitive with those of surface carriers is one change which is essential before a substantial share of the cargo market can be captured. Changes required to provide expedited service at lower rates are larger, faster, and more efficient aircraft, mechanized loading and ware-

housing systems, and improved methods of promotion and sales."

Ruhlen compared the direct operating cost of a DC-7 freighter (about 8¢ per available ton-mile) with the "modern cargo plane" which has a direct operating cost of less than 4¢ per available ton-mile. With the latter plane, and with indirect costs ranging between 2¢ and 4¢, Ruhlen estimated break-even costs at a 70% load factor as being 8.6¢ to 11.4¢ per ton-mile—therefore permitting rates of less than 14¢ per ton-mile.

He referred to the Canadair CL-44D, Lockheed *Super Hercules*, Douglas DC-8A, and the Boeing 735, all of which are in the 4¢ per ton-mile operating range. Both *Flying Tiger* and Slick have ordered the Canadair. With regard to the latter aircraft, the examiner said:

"Inasmuch as this plane has never been operated in domestic service and the operating costs of a large cargo-plane are dependent on the economies



of a mechanized loading system which has not been perfected, it is impossible to determine on this record whether costs as low as those predicted are attainable. It is clear, however, that a large jet plane specifically constructed for cargo purposes with an integrated loading system should provide substantially lower direct costs per available ton-mile than the existing converted piston equipment. Consequently, when such equipment is in service, some reduction in rates should be possible."

Ruhlen further declared:

"Another development necessary to reduce rates and also to provide the needed cargo service is a compatible mechanical loading and warehousing system. Maximum compatibility would mean a system which could be used efficiently not only by all types of cargo aircraft but also by rail, motor truck, and water vehicles.

"Such complete compatibility is probably not feasible, but to the extent loading and warehousing can be mechanized using systems compatible with the different types of transportation, equipment, and storage facilities available, cargo transportation should be expedited and costs decreased.

"Mechanized loading of cargo will reduce costs by eliminating the manual handling of each piece of cargo every time it is moved. Thus, cargo will be assembled by the shipper, the warehouse, or the carrier on a pallet or some other form of container which can be

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transferred mechanically from trucks to warehouses to planes and between planes with a minimum of manual effort. The carriers believe that the savings in manpower will more than pay for the cost of the additional equipment involved.

"Mechanized loading will also reduce the loading, unloading, and transshipping time for air cargo. This will be beneficial in two respects. First, more expeditious service will be available to the shipper; with the new equipment requiring six hours for manual loading (as estimated by Canadair), the time saved by the increased speed of the new larger aircraft would be lost in the additional ground time required for loading. Second, with each piece of new flight equipment costing several million dollars, interest, depreciation, and carrying charges make it uneconomical for aircraft to remain on the ground for substantial periods of time while being loaded and unloaded.

"Another advantage is the mechanized loading should reduce packing costs and damage and pilfering losses. The use of special containers or pallets will eliminate the need in many cases for expensive packaging. Furthermore, the less goods are handled the less opportunity for loss due to pilferage or rough treatment.

"Mechanization of loading and ware-

housing is still in its infancy, and a substantial period will be required before the maximum benefits from this improvement can be achieved. The aircraft manufacturers and principal cargo carriers are working on these problems, but no specific systems have been adopted at the present time.



The Board's examiner stressed that "the availability of an efficient all-cargo plane, a compatible mechanized loading system, and substantial reduction in rates is not alone sufficient to achieve the breakthrough." He said that both promotion and selling remain twin problems in the development of air cargo, and made reference to the so-called landed-cost concept of air distribution—that is, the "hidden costs" such as inventory, warehousing, packing, etc. which make surface distribution more expensive than it readily appears to be—with which business management must be confronted. On this score, Ruhlen said:

"Although Canadair and Flying Tiger have not determined the exact mechanized loading and warehousing systems which will be used, these two companies are now making cooperative studies of these matters. Canadair is concentrating on loading and Flying Tiger on warehousing. Substantial evidence of plans for mechanization were introduced and submitted by Canadair. . . not as a finding that such plans are operational, but as an indication of present plans and ideas on the subject. Several other aircraft manufacturers and airlines are also engaged in similar research and study.

"The difficulty in selling air transportation to shippers is not always overcome by cost studies showing the economic advantages of air transportation. Management's tendency to maintain the *status quo* and the interest of personnel whose jobs may be jeopardized by changes in warehousing and shipping practices must also be overcome.

"Air cargo has been increasing steadily over the past 10 years and will, because of the enormous potential above indicated, continue to grow, but this growth will be gradual for the next several years and the anticipated breakthrough into heavy diversion from surface modes of transportation is still several years away." ● ● ●

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CONGRATULATIONS

U. S. AIRLINES

Alaska: George Sahlin, Jr. named assistant vice president. He will continue his duties as interline and agency manager in addition to assisting in developing civic and public affairs relationships.

American: C. R. Smith, president, will receive the General William E. Mitchell Award at a dinner to be held on April 12 at the Waldorf-Astoria Hotel in New York. . . . Wesley G. Kaldahl takes the new post of director of special projects in the schedules department. He joined the airline at the beginning of February after 15 years with Capital.

Braniff: Charles E. Beard, president,



Left to right:

- Row 1: Smith (American); Breed (North-east).
Row 2: Marschas, Berger (Lufthansa).
Row 3: de Narvaez (Avianca); Wirz (Swissair).
Row 4: Trankina (AEL); Pittenger (Airborne).

director, and member of the executive committee of Braniff, elected a member of the board of directors of the Lone Star Cement Corporation. . . . V. F. Fairchild, 20-years veteran with the airline, elevated to manager of ground operations for the entire system. K. B. Loeffler replaces him in Dallas as regional manager in charge of ground operations in the Latin American Division. Succeeding Loeffler in Miami is Claude d'Hemecourt, whose position of one of the four managers at Dallas Love Field is taken by J. T. Parshall.

Flying Tiger: Ronald Clark appointed European sales manager. A veteran sales representative for the carrier in Great Britain, he will maintain headquarters in London.

Pan American: The Brazilian Society of Aeronautical Law honors the carrier for "services rendered to aeronautical law and to the society." Humphrey W. Toomey, vice president of Pan American headquartered in Rio de Janeiro, received the citation and medal during ceremonies marking the Society's tenth anniversary.

United: The following new appointments and promotions among top management have been made: Curtis Barkes, senior vice president-finance and property, elevated to executive vice president-finance and property; A. M. deVoursney advanced from vice president and treasurer to the new position of executive vice president-administration; R. E. Bruno, comptroller, assumes the position of vice president and treasurer; G. R. Harms promoted to comptroller from his prior position as administrative assistant to the senior vice president-finance and property; D. S. Ritter named vice president-employee development; and C. F. McErlean elevated from vice president-law to senior vice president-law.

FOREIGN AIRLINES

Avianca: Carlos A. de Narvaez appointed general manager in the United States. For the past six years he has served as general manager in New York for the Paz del Rio Steel Corporation of Colombia. He has also been connected with the Texas Petroleum Company in Colombia, and the Banco de la Republica in Bogota.

BOAC: Gilbert Carter, for many years air and defense correspondent for the *London Daily Herald*, succeeds the late Gerald A. W. Wynne as public relations officer-U.S.A. . . . H. R. Crisp appointed senior station officer at Los Angeles. With BOAC and its predecessor company, Imperial Airways, since 1939, he served most recently in Teheran as senior station officer.

Iberia: Patrick Hayes named sales representative in the Washington, D. C. area. He was previously associated with Capital.

Lufthansa: Rolf Marchas named cargo sales manager for Europe. For more than a dozen years past he has served with Seaboard and Western in both Germany and Switzerland. . . . Jack Berger appointed cargo manager in Chicago.

Qantas: Rowan E. Waddy, New York manager, elected president of the Australian Society of New York.

Swissair: Max U. Wirz named cargo sales promotion manager. He joined the airline in 1959, and has had over 10 years' experience with the transportation industry. . . . John A. Makuch appointed cargo sales representative in Cleveland. His experience in cargo sales and operations, domestic and international, includes service with a Midwestern airline. . . . Socrates Perez, a cargo sales representative in New York, appointed to the same position in Newark. A veteran in the travel



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industry, he joined the Swiss carrier four years ago.

Varig: Wilbur Bell named to the newly created post of district sales manager in the New York area. Having joined Varig in 1955, he served most recently as senior sales representative in New York. . . . Claude Hutt, previously district sales manager in Chicago, heads the newly formed Midwest regional sales division. Based in Chicago, the division encompasses 11 states. . . . Ira Weiss, who joins from American, and Delio Alonso appointed sales representatives in the New York area.

FORWARDERS-AGENTS

AEI: James Weatherby, named sales representative in the Ohio area, transfers from Los Angeles to Cleveland. . . . Ralph Trankina upped to the key post of district sales manager in Chicago. His background includes associations with Airwork Atlantic and Furness Withy. . . . Paul Baer, until recently sales representative for a San Francisco air freight forwarding firm, appointed area representative in Milwaukee.

Airborne Freight: Thomas Pittenger takes over as manager in Chicago. Replacing him as district manager in Portland, Oregon, is Norman P. Hunt, who during nearly a quarter century in air transportation has also served with American and West Coast Airlines. . . . Frederick P. Bobbitt appointed district sales manager in the Albany-Schenectady industrial area. He joins from Emery.

Barnett: George A. B. Sharon, until recently United States sales manager for Korean National Airlines, named general sales manager of the air freight forwarding firm. He has also been associated with Canadian Pacific Air Lines and Philippine Air Lines.

REA: Harry J. Bennett becomes regional marketing manager with headquarters in Chicago. A veteran with REA, his most recently held appointment was Eastern sales manager. . . . Frank J. Ensor elevated to regional marketing manager for the Southern Region. Regional traffic manager in New York from 1952 until the present, he first went to the firm in 1936.

INDUSTRIAL TRAFFIC

Lemon Products Division, Sunkist Growers: John R. Kasner, Jr. appointed traffic manager.

Columbian Carbon Co.: Ernest R. Olson named assistant traffic manager.

Cabot Corp.: Almon Allard becomes export service manager.

Howe Sound Co.: John Keene named transportation coordinator.

Continental Can Co.: W. F. Leahy appointed eastern regional traffic manager in New York City.

Newsweek: William Martin named traffic manager.

Golden Citrus Division, Minute Maid Corp.: Frank H. Reynolds now serving as traffic and warehousing manager.

Dayco Corp.: Eugene R. Knobel promoted to general traffic manager.

Jones & Laughlin Steel Corp.: Paul L. Tietjen elected vice president-traffic and transportation.

American Steel & Wire Division, USSC.: Robert J. Dunn named assistant general traffic manager. . . . John P. Schwarz becomes traffic manager-central area.

Goodyear Tire & Rubber Co.: John F. Ryan is the new manager of the passenger and claims division in the general traffic department.

Stanley Works: Justin A. McCarthy appointed assistant traffic manager.

Draper Corp.: Walter G. Ballou elevated to general traffic manager.

Olin Mathieson Chemical Corp.: The following appointments have been made in the transportation department: F. E. Noakes, transportation manager-special projects; C. B. Humelsine, transportation manager-methods and research; W. A. Powers, transportation manager-operations; D. D. Morgans, manager-rates; R. F. Heeman, product transportation manager-organic chemicals and special products; and T. J. Fiorino, assistant to general transportation manager.

Standard Chemical Ltd.: Barrington W. Jones is the new traffic manager.

Owens-Corning Fiberglass Corp.: Everett E. Jones named director of transportation.

EQUIPMENT:

Allen Research & Development: Kenneth P. Cramer joins as manager-sales engineering.

Yale & Towne: Paul R. Hartig elected vice president and general manager.

CAB

FOREIGN CARRIER PERMITS

Granted—Panama Aeronautics, S. A. Route: between points in Panama and terminal point Miami.

Recommended—Aerovias Condor de Colombia, Ltda. Route: between a point or points in Colombia and terminal point Miami, and off-route charter operations under Part 212, Economic Regulations.

Tasman Empire Airways, Ltd. Route: between a point or points in New Zealand and Tahiti, Society Islands, via Fiji Islands, American Samoa, and Cook Islands; and off-route charter operations to and from American Samoa.

SLICK LIFT FOR MATS

The Civil Aeronautics Board granted Slick Airways exemptions from the Federal Aviation Act to perform transpacific cargo services for the Military Air Transport Service during the month of February. It earned revenues of about \$425,000 for six round trip flights and nine one-way flights.

TENTATIVE OKAY FOR MERGER

The merger of United Air Lines and Capital Airlines, first announced in late July (August 1960 AT, Page 6; September, Page 6; November, Page 136; January 1961, Page 30; February, Page 40), has received the tentative approval of a majority of the Civil Aeronautics Board. The Board's okay was made contingent on the following conditions:

"(a) Labor protective provisions.

"(b) A condition that would limit for rate-making purposes and accounting purposes the valuation of the assets to be acquired by United from Capital.

"(c) Conditions designed to protect Mohawk and Allegheny Airlines in certain markets.

"Members G. Joseph Minetti and John S. Bragdon also voted to approve the agreement with these conditions, but would simultaneously institute an investigation under Section 401(g) of the Act to determine whether Capital's certificate authority in certain markets on route No. 51 should be retained by United, terminated, or transferred to another carrier. Pending the outcome of this investigation, Members Minetti and

Bragdon would require as a condition to approval of the merger agreement, that United limit its service in the markets under investigation to the level currently operated by Capital."

The CAB announcement does not constitute its final decision in the proceeding.

PANAGRA POINTS DROPPED

The Civil Aeronautics Board has authorized Panagra to abandon the route segment between Quito, Ecuador, and Ipiales, Colombia, as well as service to Salinas and Loja, both in Ecuador.

CEASE DEFERRED CARGO DATA

In effect since 1956, the Civil Aeronautics Board has dropped a provision which requires airlines to submit to the Board monthly statistics on deferred freight. It became effective last month. With regard to its amendment of the original order, the Board stated:

"By order E-13140, dated November 6, 1958, the board continued the provision in its previously entered order E-10373, dated June 14, 1956, which required each air carrier filing deferred air freight tariffs to file, in duplicate, copies of CAB Form 41F on or before the thirtieth day following the close of each month. CAB Form 41F provides for the reporting of certain data concerning deferred freight, including revenues earned, tons enplaned, ton-miles moved and the number of shipments transported.

"In addition, this form calls for a distribution of all freight received by days of the week at the two largest deferred air freight-originating cities; a distribution of the tons of deferred air freight enplaned at the 10 largest air freight-originating cities, and a distribution of the tons of air freight enplaned at the 10 largest originating cities where deferred air freight service is not provided.

"In view of the fact that the deferred freight experiment has been continued for a period of approximately three and one-half years, the board believes that it is no longer necessary to obtain all of the categories of information required by Form 41F. The board finds that the continuing need for deferred air freight data will be met through the reporting procedures under part 241 of the board's economic regulations as revised concurrently herewith and that the filing of Form 41F will no longer be necessary."

NEW TRANSPACIFIC ORDERS

Amended certificates have been issued to Northwest Orient Airlines, Pan American World Airways, Trans World Airlines, and South Pacific Air Lines. They are in accordance with the suggestions of President Eisenhower, one of his last actions before his retirement, who disapproved certain of the Civil Aeronautics Board's recommendations in the Transpacific Route Case (September 1960 AT; Page 18). The Board's earlier disapproval of Examiner William J. Madden's recommendation of a transpacific certificate for the Flying Tiger Line, all-cargo air carrier, was seconded by Eisenhower.

The Board had proposed the following:

Northwest—Addition of San Francisco and Los Angeles as coterminal points with Seattle and Portland on the West Coast; designation of Boston, New York, Philadelphia, Washington, D. C., Baltimore, Detroit and Chicago as a separate group of coterminals on its transpacific route via Anchorage; authorization of a new segment extending from the abovementioned sepa-

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rate group of coterminals in the East and Midwest to a point in Japan, via Hawaii; and renewal for an indefinite period NWA's authorization to serve Okinawa, Korea, Taiwan, Hong Kong, and the Philippines.

Pan American—Establish New York as a coterminal with San Francisco and Los Angeles; authorize service to intermediate points in Java; open a new segment which would stretch from New York to Japan via Fairbanks, with the prohibition of one-plane service between Seattle-Tacoma and points west of Honolulu, via Fairbanks; renew indefinitely the airline's authorization to operate to Japan, Viet Nam, Singapore, Sumatra, Java, Malaya, Thailand, Burma, and interior points in India and Pakistan above the 20th Parallel.

South Pacific—Extend its route beyond the Society Islands (which becomes an intermediate point) to Fiji, via American Samoa and Western Samoa; authorize the carrying of mail on a nonsubsidy basis; and renew its certificate for five years.

TWA—Authorize service beyond Bangkok to Hong Kong; renew its Manila authority until such time when the CAB issues a final ruling on the airline's application for renewal, or until TWA opens service to Hong Kong, whichever comes first.

President Eisenhower's communication expressed disapproval with most of the recommendations. He stated that when he requested the Board two years ago to establish the proceeding, he hoped to see a greater measure of competition among United States flag carriers in the Pacific to grow out of its results. Complimenting the Board on its study, the President added:

"My decision not to approve the Board's principal recommendations is predicated solely on considerations of foreign policy, a responsibility that is mine and which the Board, of course, does not share.

"My review of the record in this case persuades me that our foreign relations would be adversely affected were we at this time to add second carriers on our major routes to the Orient. Duplication of service on major routes presently served

by a single carrier means inevitably—as history shows—that greater United States flag capacity would be offered. This result is made all the more certain by the advent in recent months of jet service which in and of itself means greater capacity because much larger and much faster aircraft are involved.

"Greatly increased capacity—always of considerable concern to other nations engaged in international commercial aviation—should not in my judgment be approved unless traffic forecasts for the routes in question plainly show that the additional capacity can be absorbed without engendering a legitimate fear abroad that United States flag carriers will collect so much of the traffic as to make service on the route by a foreign carrier economically untenable or marginal at best. The evidence in the case at hand, including particularly the traffic forecasts does not establish the circumstances I have described. It is reasonable, therefore, to predict that approval of the board's major recommendations in this case would unsettle our international relations—particularly with Japan which would be faced with an additional United States carrier on all but one of the now existing four routes from the United States to Tokyo.

"For these reasons I have concluded that the board's major recommendations should be disapproved, but I recommend to the board that within the next several years it update the evidence in this case and again consider the addition of second United States flag carriers on major routes to the Orient.

"The Board in the Mainland-Hawaii part of this case has concluded that another airline—until now a carrier engaged solely in service on the North American continent—should be authorized to provide service between San Francisco and Los Angeles and Honolulu. Due to the advent of Hawaii as a State, the President, under the law, no longer has jurisdiction over service between the Mainland and Hawaii. It

would be my hope, however, that the board would reconsider its decision to authorize additional service between the Mainland and Hawaii by a carrier which heretofore has not been engaged in service over the Pacific. At some future time it may be deemed advisable from every standpoint to add a second United States carrier on the California-Hawaii-Tokyo route. The carrier selected—which would presumably be a carrier customarily engaged in international commercial aviation in the Pacific—should also be authorized to carry local traffic between the Mainland and Hawaii. To do otherwise would be to handicap such a second carrier in terms of its ability to compete with the carrier now serving this route to the Orient, a carrier which already has full traffic rights between the Mainland and Hawaii and which is thus able materially to support its over-all route to the Orient.

"Those of the Board's recommendations that I do approve are (a) the renewal for an indefinite period of Northwest Airlines' authority to serve Okinawa, Korea, Taiwan, Hong Kong, and the Philippines; (b) the renewal for an indefinite period of Pan American World Airways' authority to serve Japan, Viet Nam, Singapore, Sumatra, Java, Federation of Malaya, Thailand, Burma, and points within India and Pakistan lying north of the 20th Parallel; (c) the amendment of Pan American's certificate to redesignate Australia as an intermediate point and adding Java as a new intermediate point on its South Pacific route; (d) the renewal and amendment of South Pacific Airlines' certificate as recommended by the board; (e) the amendment of Trans World Airlines' certificate as recommended by the board; (f) the board's denial of applications."

NEW STOP FOR AIR-INDIA

Air-India International recently received authority to add Saudi Arabia as an intermediate point on its New York-India route.

EYE FOREIGN AIRLINE DATA

A proceeding instituted by the Civil Aeronautics Board seeks to determine whether it will be in the public interest to require all carriers with foreign air permits to submit to it traffic data and flight schedules for approval. The Board pointed out that "analogous powers are normally exercised by many foreign governments."

PROBE FRONTIER TRAFFIC

In line with its policy that awarded points must show reasonable traffic if they are to be retained in airline routes, the Civil Aeronautics Board announced that it will investigate service on two routes of the local service air carrier, Frontier Airlines. Traffic at 13 cities are involved in the pending probe: Alliance, Beatrice, Chadron, Imperial, Kearney, Sidney, and McCook, Nebraska; Hot Springs and Lemmon, South Dakota; Dickinson, North Dakota; Newcastle, Wyoming; Sterling, Colorado; and St. Joseph, Missouri.

PIEDMONT SEEKS ROUTE

Piedmont Airlines, local service air carrier, has filed an application with the Civil Aeronautics Board for authority to operate helicopter flights between the two Washington, D. C. airports, Baltimore Friendship Airport, and downtown areas of both cities.

RECENT AGREEMENTS

Joint loading—World-Wide Services, Inc. with International Customs Service and ABC International, Inc.

International break-bulk agency—Barnett International Airfreight Corp. with F. Puthet & Cie., Lyon, France; Martini & Cie., Nice, France; Air Transit, Leopoldville, Congo; Agence Maritime Algerienne, Algiers, Algeria; Transport R. Michaux & Cie., Paris, France.

Sales agency—Emery Air Freight Corp. with London Carriers Ltd., Surrey, England.

Pickup and delivery services—Emery Air Freight Corp. with C. E. Watt, Dayton, Ohio; Eugene D. Orrel, Roanoke, Va.

Air Express International Corp. with Truck Terminal Co., Peoria, Ill.

Air Dispatch, Inc. with Air Dispatch of Arizona, Phoenix, Ariz.

General Air Freight, Inc. with San Diego Forwarding Co., San Diego, Calif.; Consolidated Airline Services, Inc., Newark, N. J.

Air Cargo, Inc. with Mercury Air Freight, Inc., New York, N. Y.; Smith Cartaging, Akron, Ohio; W. R. Jackson, Columbia, S. C.; Merchants & Manufacturers Transfer Co., Chattanooga, Tenn.; Radio & State Lines Cabs, Clarksville, Tenn.; Thomas Transfer & Storage Co., Charlotte, N. C.; James A. Bonham, Charleston, W. Va.; Quick Delivery, Inc., Baton Rouge, La.; Airport Limousine Service, Athens, Ga.; Fournier's Express, New Haven, Conn.; Nash & Sons, Keene, N. H.; Henry's Express, Atlantic City, N. J.; Glens Falls Drive Ur Self, Inc., Glens Falls, N. Y.; Alice M. McKinney, Corning, N. Y.; Anniston Delivery Service, Anniston, Ala.; City Taxi Co., Butte, Mont.; Ward Motors, Brunswick, Ga.; Herlihy Trucking, Binghamton, N. Y.; J. C. Van Winkle, Albany, N. Y.; Salem Navigation Co., Salem, Ore.; General Parcel Service, Erie, Pa.

Interline traffic—Allegheny Airlines with Icelandic Airlines Guest Airways, Sabena, TSA, Air France, BOAC, Air-India, Japan Air Lines, and BEA.

National Airlines with Air Jordan.

FORWARDERS

AMEX WINS DESIGNATION

The American Express Company has been named official customs broker and forwarder for the United States Trade Center in London. Sponsored by the Department of Commerce and representing a part of its current drive to boost United States exports, the Trade Center will be a permanent exhibition site where Britons will be able to view the latest in United States manufactures. First show, scheduled for June 26-August 4, will be devoted to housewares. Nearly 100 manufacturers are expected to participate.

AEI EXPANDS TRUCK-AIR

A considerably expanded integrated truck-air system stretching across the length and breadth of the United States, has been announced by Stanley D. Ver Nooy, vice president-traffic of Air Express International. In addition to its present agreements with trucking firms in all regions of the United States, AEI has entered into contracts with 43 companies located in 28 states.

Ver Nooy pointed out that the effect of the new contracts is to give shippers and receivers in those areas full 24-hour pickup and delivery service. He stated that "literally hundreds of off-line communities are served through the new AEI-trucker deals, bringing them hours closer to domestic and foreign markets."

SERVICES

DOMESTIC

ALASKA

A new agreement between Alaska Airlines and REA has brought air express service to five additional Alaskan points: Clear, Nome, Talkeetna, McGrath, and Kotzebue. At each of these stations, airline personnel represent REA as agents.

AMERICAN

March 12 has been established as the inaugural date of American Airlines' 707 *Astrojet* service. (AA has dubbed its fan-powered 707s and 990s *Astrojets*). The new aircraft, which cruises about 40 miles per hour faster than the standard 707 jet, go into service over the following routes: New York-Los Angeles; New York-Chicago; Chicago-Mexico City.

NATIONAL

First jet service between New York and West Palm Beach was established last month. DC-8 equipment is operated on this run.

UNITED

First jet service from Connecticut and Western Massachusetts was opened last month. Boeing 720s are operating daily schedules between Hartford-Springfield and Cleveland and Los Angeles.

United recently established another cargo run along the Pacific Coast. The DC-6 night freighter links Los Angeles, San Francisco, and Seattle-Tacoma.

CARIBBEAN

AIR FRANCE

A new service operates between San Juan, Saint Martin, and Pointe a Pitre. Round trips are scheduled Monday through Friday. DC-3s are flown on this run.

DELTA

The Atlanta-based airline was scheduled last month to begin operations between Aruba, Netherlands Antilles from New Orleans.

TRANSATLANTIC

TWA

As of March 19, daytime *Superjets* destined to Paris will leave New York on Sunday, Thursday, Friday, and Saturday. They take off at 9 a.m., reaching the French capital in seven hours. These flights are in addition to TWA's daily evening departures.

INTRA-EUROPE

SABENA

During the Leipzig Fair (March 4-13) the Belgian air carrier is operating a special daily round trip service between Brussels and Leipzig.

Madrid has become a port of call for its Boeing *Intercontinental* jet flights from Brussels to Africa.

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MARCH 1961—PAGE 39

BUA

This month British United Airways opens a weekly scheduled *Viscount* service between London and Las Palmas, Canary Islands.

EUROPE-AFRICA

UAT

The French airline has established a new stop at Elizabethville, Katanga. It is effective with UAT's DC-8 jet flight from Paris via Salisbury to Johannesburg, and with the DC-6B service from the French capital via Livingstone to Johannesburg.

INTRA-AFRICA

ETHIOPIAN

A revised schedule brings Ethiopian Airlines into Lagos, Nigeria on its trans-African operation. It is negotiating for traffic rights between that city and Accra and Robertsfield.

FAR EAST

AIR-INDIA

The Indian air carrier has inaugurated 707 *Intercontinental* jet service between Bombay and Tokyo. It operates weekly via Calcutta, Bangkok, and Hong Kong. Flying time: 12:55 hours.

IATA

SET PARLEY FOR APRIL

The Restricted Articles Working Group will convene on April 24. Location of the International Air Transport Association committee has not been decided. The date is subject to change.

NEW OFFICES

QANTAS

Beverly Hills, Calif.—Union Bank Center, Wilshire Boulevard.

AMERICAN EXPRESS

Chicago, Ill.—O'Hare International Airport. Phone: ROdney 3-1625. Elmer L. Danner, manager of office operations. (This office is for the processing of international shipments.)

HACKNEY-AIRLIFT ASSOC.

Sierra Madre, Calif.—49 S. Baldwin Ave. L. R. (Mike) Hackney, president.

AIRPORTS

PUERTO RICO

Statistics for the month of November 1960, just released, show that a total of 4,266,436 pounds of cargo moved through Puerto Rico International Airport, San Juan. This was a drop of 11.5% from the November 1959 total.

LONDON

The two airports for London are now known as London (Heathrow) Airport and London (Gatwick) Airport.

COLOMBO

A United States Government loan of \$3.2

million is helping to finance construction of a new international airport 24 miles north of Colombo, Ceylon.

TUNIS

To meet the foreign-exchange costs of a new international airport to be located three miles north of the Tunisian capital, the United States Development Loan Fund has turned over \$5.1 million to the Government of Tunisia. The new facility will be built at the existing El Aouina Airport, which was built during wartime. It is in serious disrepair, as well as being too small to accommodate jet aircraft.

SAIGON

The United States is dollar financing approximately 80% of the \$4,106,000 cost of construction of a heavy-duty jet runway to be built at Tan Son Nhut Airport.

RATES

TIGER PROPOSALS HIT

A complaint against the Flying Tiger Line's proposed specific commodity rates applicable to eastbound movement, effective February 28, was filed with the Civil Aeronautics Board by United Air Lines. UAL asked the Board to suspend the reduced rates and institute a hearing to determine their lawfulness. It claimed that the proposed rates, which would amount to 18.75%, are unjust, unreasonable, and will cause "serious diversion from carriers providing eastbound air freight service from major West Coast points to Chicago or major points east of Chicago."

CLUB NEWS

Richmond (Va.) Traffic Club: Newly installed officers: Spencer V. Rice (American Airlines), president; Walter Harris (Southern Railway), first vice president; J. A. William, Sr. (Reynolds Metals Co.), second vice president; Raleigh M. Ferguson (Ferguson Printing Co.), secretary; A. E. Koslow (Atlantic Coast Freight Lines), treasurer.

Fresno (Calif.) Transportation Club: Newly elected officers: Loren Lundy (Mid-West Terminal Warehouse Co.), president; Forrest McGrew (Baltimore & Ohio Railroad), first vice president; Wayne Hollowell (Avon Products), second vice president; Frober Freeman (William E. Knapp Corp.), secretary-treasurer; Frank Iverson (Bendix Aviation Corp.), recording secretary.

Traffic Club of Cleveland: James J. Nance, president of the Central National Bank of Cleveland, addressed the club last month on the occasion of its 47th annual dinner.

Mobile Traffic & Transportation Club: Past Presidents' and Life Members' Night was celebrated last month.

Transportation Club of Toronto: A dinner on February 13 was held in conjunction with the club's Industrial Night.

Transportation Club of St. Paul: The club's 40th decade was marked at a dinner last month.

Buffalo Traffic Club: F. C. Dansereau, manager of material handling for the National Gypsum Co., discussed loading methods at a recent club meeting.

Traffic Club of Baltimore: The organization's President's Ball has been set for March 4.

Airfreighted Porpoises? Delta Took it in Stride

No—not flying fish, for fish by definition are strictly aquatic, whereas porpoises can stay out of the water for as much as 20 hours. Delta Air Lines recently did better than that when a C-46 freighter took off with six of them from Miami. Destination? Chicago's Brookfield Zoo. Time pool-to-pool? Less than 12 hours.

During that period, these things happened to them. They left Miami's Seaquarium on stretchers in 70° temperature. At the airport attendants removed the porpoises to the floor



Upper photo shows how a 3,000-pound consignment of porpoises traveled in a Delta cargoplane from Miami to Chicago. In the picture below, a porpoise is shown being given a salt water sponge bath on route to its new home.

of the plane, which was covered with foam rubber, wrapped them in blankets, and strapped them down. During the flight they were given periodic spongings of salt water to keep their skins from drying. A hot-air blower kept their compartment warm. And on arrival at Midway Terminal, a heated truck protected them from Chicago's 10° temperature.

Traveling porpoises never had it so good? Nobody asked them, but—well, nobody has ever figured out any other way for a porpoise to travel outside of its natural watery habitat, within the short period of waterless grace allotted to it.

NEW EQUIPMENT

FOR THE

Shipper & Carrier

PACKAGING

The before-and-after pictures shown here illustrate what happened when The Duro Co., of Dayton, Ohio, changed over from packing its Jet Water System in a wood-cleated pack to a corrugated shipping container. The switch gave Duro a 36% saving



in materials and a 50% saving in packaging time. Savings such as these often contribute substantially towards reducing the air freight transportation charge, while allowing the shipper to give his customer superior service in today's highly competitive markets. The new container, which was developed by the Olin Mathieson Chemical Corp., has two die-cut inserts to hold the top and bottom of the product in place.

COMMERCIAL AIRCRAFT

NET JET PURCHASES

Alitalia: The Italian carrier has exercised its options held on two additional Douglas DC-8s and four Sud Caravelles. These aircraft will bring the airline's total jet fleet to 10 DC-8s and 14 Caravelles.

Ghana: The British Aircraft Corporation reports the sale of three VC-10 jets to the Ghanaian airline.

United Arab: Another order for two de Havilland Comet 4C jets will bring the Cairo-based airlines jet fleet to five. It first ordered three Comets 15 months ago.

CL-44 RANGE IS UPPEDED

Canadair has reported a range improvement of 6% (320 miles) for its CL-44, swingtail propjet airfreighter. Speed has been increased 3½% (13 miles per hour) over the original performance guarantee.

ELECTRA AT FULL SPEED

The Lockheed *Electra* propjet, which is undergoing modification by the manufacturer, has been restored to its full operating speed of 373 miles per hour, the Federal Aviation Agency announced recently. Last spring, following a crackup at Cannelton, Indiana, the FAA imposed a speed restriction of 259 miles per hour.

990 IN TEST FLIGHT

Convair recently sent up its 990, the so-called second generation jet airliner,

Burlap Tubing Manufacturers, Inc., claims "a revolutionary breakthrough in industrial packaging." Key to its claim is a newly developed method to laminate polyethylene to burlap. Says the company:

"The characteristics of burlap and polyethylene combined make a package whose appearance both inside and out is far superior to any other existing container in thickness. To meet the demands of packagers, polyethylene has been laminated, ranging from .001 mil to 4 mil, utilizing black, clear and white polyethylene. When the polyethylene laminated burlap is formed into a tube, it can cover objects of any shape and size.

"The demand for this new product has come mostly from the textile industry (both synthetic and natural fibre manufacturers), the rubber industry, the chemical industry, export packers, and many others."

It is stated that the firm's export department has made arrangements for the facilitation of overseas shipments. The product has been named Poly-Bel-Tex Laminated Burlap Tubing.

MATERIALS HANDLING

Hydroway Scales, Inc., has introduced a new unit, which can be quickly installed on any type of fork lift truck. The unit has been "designed to serve a long-time need for an accurate, rugged and dependable scale unit, which could be used on any fork lift truck." It can be attached in minutes to any type of fork lift, and lock-clamped in place. Models are available for either the bracket-type or the bar-type fork mountings, and with scale capacities ranging from 1,000 to 6,000 pounds. The new unit is said to allow all the advantages of a mobile platform scale.

on its maiden flight. Powered by jet-fan engines, the 640-mil-an-hour transport will go into commercial service later this year. Its purchasers have been American, SAS, Swissair, and REAL.

MILITARY AIRCRAFT

AIR FORCE BUYS

Half a dozen "off-the-shelf" C-140 Jet-stars have been ordered from the Lockheed Aircraft Corp. by the Air Force. They will be delivered to the Military Air Transport Service starting in September and continuing into 1962. The Lockheed aircraft will be assigned to the 1254th Air Transport Wing, Washington, D. C., as special mission planes replacing propeller-driven C-131s.

C-130Bs TO DJAKARTA

Four Lockheed C-130B transports last month made the long haul from the manufacturer's flight line at Marietta, Georgia, to Djakarta—a distance of 12,575 miles. The big propjets were delivered to the Indonesian Air Force.

RAF BUYS BELFASTS

Ten *Belfast* propjet freighters, manufactured by Short Brothers & Harland, have been ordered by the Royal Air Force. Cost: \$49 million. The aircraft, originally known as the *Britannic* will be capable of transporting 85,000 pounds of cargo a distance of 1,150 miles at 350 miles per hour, or 25,000 pounds over 5,050 miles at the same speed. They are due to fly for the first time in 1962.

From The Readers

Please find copy of a letter I received. I think it is a very deserved salute to your ability in putting across the story of TSA in your fine magazine, and I want again to personally thank you.

Vic Raso
District Cargo Sales Manager
TSA-Transcontinental, S. A.
New York, N. Y.

The letter referred to by Mr. Raso was from a traffic official of a well-known firm who was prompted to request rate and route information from the airline after a reading of William E. Budd's article, TSA Girds for the Future (December 1960; Page 14).—Editor

I'm tremendously pleased with the job, the story, pictures, etc. that you've done in this issue of your magazine. As a matter of fact, I don't know when I've been so pleased with a story layout and contents than I have with this one.

O. F. Stern
General Sales Manager-U. S.
TSA-Transcontinental, N. Y.
New York, N. Y.

... Enjoy your magazine.
Jack Hill
Traffic Manager-Buyer
Ralston Purina Co.
Phoenix, Ariz.

... Enjoy your magazine.
F. B. Monsell
Manager
American Avitron, Inc.
Mamaroneck, N. Y.

... You are to be congratulated for a great November issue.
Otto Lerrick
Pittsburgh, Pa.

We find it to be a valuable source of information.

W. H. Jones
Traffic Manager
Vanity Fair Mills, Inc.
Montgomery, Ala.

Air Transportation has many interesting articles and valuable information.

W. A. Sherman
Traffic Manager
American National Growers Corp.
Lodi, Calif.

DOUGLAS

(Continued from Page 10)

tivities required to put into operation a new Air Force cargo-handling system known as the 463L Materials Handling Support System. The basic details of this system were developed by the Air Force and the aircraft manufacturing firm under a previous program. The new contract in effect extends this program.

It is reported that considerable increases

in efficiency over present methods of air cargo handling are obtained with the 463L system through mechanization and standardization of handling techniques, terminal design, pallets and containers, documentation and transportation of cargo between terminals and aircraft.

The second contract, described by the Air Force as a technical assistance program, provides for development by Douglas of a service plan to make the 463L program operational. Douglas will recommend new equipment and procedures for installation at both domestic and overseas Air Force bases for evaluation purposes. In addition, the Air Force will be furnished with data for training personnel in operation of the equipment and use of new procedures.

REA TERMINAL

(Continued from Page 10)

It was pointed out that this is the first airport field office to be constructed and owned anywhere by REA. This forms an "important part of the company's nationwide terminal expansion program, which was undertaken to answer the need for new facilities to handle the rapidly expanding volume of air express traffic." Nearly two-thirds of all the air express passing through the facility are transferred for oncarriage by the seven major airlines serving Atlanta.

The new structure boasts 5,360 square feet of floor space. Electrically operated doors allow airport cargo vehicles to drive into the building for loading and unloading. At the street-side loading platform, half a dozen trucks can be accommodated at once. The transmission of routing and tracing information is facilitated by teletype.

NEW HEADS

(Continued from Page 6)

Ministry of Public Works. Later Roos became president, and eventually chairman of the board, of the Chausson Automotive Manufacturing Company. He has held a number of important government posts.

The retiring head of Air France, Hymans, likewise a native Parisian, is a graduate engineer and Appeals Court lawyer. He served in his first government post 31 years ago. Hymans was an artillery captain in World War II and was cited at the Battle of Ailette. Early in the conflict he helped to organize a network which parachuted operators behind enemy lines. As a member of the Free French Forces, he was named by General Charles de Gaulle to direct air transport services at Algiers. Hymans participated in the historic 1944 Chicago Conference which created the International Civil Aviation Organization (November 1944 AT; Page 15), following which he served as Secretary General of French Civil and Commercial Aviation, then moved into the chairmanship of Air France.

Shizuma Matsuo, a pioneer of Japanese civil aviation, has been JAL's vice president since 1957. Just prior to that, he held the presidency of the Japan Aircraft Maintenance Company, as well as serving as JAL's senior managing director. Matsuo's civil aviation career started in 1932 when he was civil air administrator at Seoul, Korea. He later assumed the direction of a number of airports in Korea and Japan; then, in 1945, became director of the

Aeronautic Safety Department of the Telecommunications Ministry. Soon afterward he was named to head the Aeronautic Safety Board. JAL's new president, who holds a degree in engineering from Kyushu Imperial University, is the author of several books on civil aviation.

Yanagita, a well-known banker, has been vice president of the Bank of Nippon and director of the Bank for International Settlement in Basel, Switzerland. It was Yanagita who charted the financial course of JAL when it was merely an idea. He became the airline's first president.

SEABOARD

(Continued from Page 6)

has purchased five such aircraft which reportedly has a payload of 65,000 pounds and operates at lower ton-mile costs. It is the only international air carrier to have purchased the Canadian-built freighter.

Seaboard's president told *Air Transportation* that while the MATS contract is a welcome one, the further development of its commercial traffic and service to shippers and forwarders rank uppermost in the company's plans. The nature of the MATS contract is such that the required loads it will haul for the military still leave considerable capacity for commercial shipments. This will be especially true when the big swingtails start flying several months hence. Jackson said that commercial freight is "the guts of our business, and that's the way it will remain."

Under the new contract Seaboard will notify MATS each month of the military freight, totaling a minimum 300 tons, which it can transport over specified routes. The notification will be made 60 days before the first day of the month of operation. Eight days later MATS will inform the air line of the cargo capacity it requires. Cargo exceeding 300 tons will be transported on flights mutually satisfactory to MATS and the carrier.

Seaboard will haul military cargo between the stated points, at the following rates per ton:

Dover Air Force Base, Del.—Chateauroux Air Base, France: L-1049H eastbound, \$760; L-1049H westbound, \$720; CL-44 eastbound, \$740; L-1049H westbound, \$580.

Dover-Mildenhall AB, England: L-1049H eastbound, \$740; L-1049H westbound, \$700; CL-44 eastbound, \$600; and CL-44 westbound, \$560.

Dover-Rhein Main AB, Germany: L-1049H eastbound, \$800; L-1049H westbound, \$760; CL-44 eastbound, \$640; and CL-44 westbound, \$600.

McGuire AFB, N. J.—Chateauroux: L-1049H eastbound, \$760; L-1049H westbound, \$720; CL-44 eastbound, \$600; and CL-44 westbound, \$560.

McGuire-Mildenhall: L-1049H eastbound, \$720; L-1049H westbound, \$680; CL-44 eastbound, \$580; and CL-44 westbound, \$540.

McGuire-Rhein Main: L-1049H eastbound, \$780; L-1049H westbound, \$740; CL-44 eastbound, \$620; and CL-44 westbound, \$580.

MATS said that the Government's right to purchase passenger transportation applies to the routes specified for the cargo service and will be effective while Seaboard & Western is using L-1049H or convertible CL-44 aircraft. At the option of the Government, exercised 35 days before the first day of the month of operation, the MATS-

contracted airlines will transport 95 passengers to the United States in L-1049H aircraft for every 15 tons of cargo carried to Europe. They will be flown in plane-load lots, with payment to be at 2.9 cents per passenger statute mile. At such time as the airline obtains convertible CL-44 aircraft, a new passenger-cargo ratio will be computed.

During the February 1-June 30 period the airlines will offer sufficient expansion capacity to accommodate 600 tons of cargo per month eastbound and the same amount westbound. When CL-44 aircraft are used, it will offer adequate expansion capacity to accommodate 1,000 tons of cargo monthly in each direction.

The contract also permits the Government to purchase cargo service from Seaboard for an additional 24 months, or any portion of that period. Such service would cover movement of 300 tons of cargo per month.

MATS has awarded to airlines four other contracts for the movement of military traffic on an individual basis. These contracts, however, are for passenger transportation. The airlines are: Alaska Airlines; Northwest Orient Airlines; Pan American World Airways; Trans World Airlines.

As an international carrier of air freight, *Air Shippers Manual* ranks Seaboard as fifth in the world, based on scheduled ton-miles flown.

CHARTERS

(Continued from Page 6)

lation chartered from Seaboard & Western Airlines by the German branch of Pan-Maritime Cargo Service, Inc., a division of Airborne Freight Corp., arrived.

Walter Schaaf, president of HB&L, told *Air Transportation* that the first westbound plane chartered by the *Luftfrachtkontor* (a cooperative groupage organization of German forwarders) carried some 30,000 pounds of assorted commodities. A total of 687 individual packages comprised 210 consignments, 78 of which were in bond. Most of the shipments were for New York importers, the others moving on to Midwestern and Latin American points.

Schaaf said that seven hours after the DC-7F landed—it came to rest at Idlewild at 4 a.m.—the various documents were in the hands of customs brokers and consignees notified. Part of the goods was cleared the same day.

Morton Brautman, Pan-Maritime's president, stated that exactly 100 consignments consisting of 534 packages and weighing a total of approximately 30,000 pounds filled the Seaboard plane. About half the load was destined to Midwestern, West Coast, Canadian, Latin American, and Japanese cities.

The Pan-Maritime head asserted that even though the *Super Connie* landed at 11:30 a.m., customs brokers were already at work by 2:25 p.m., with notification to consignees of the arrival of their goods effected. The onforwarding of transit shipments had been completed by 1 p.m., Brautman claimed. He added that among the shipments were 12 bass fiddles, an iron mold to make plastic toys, electronic testing and measuring devices, and greeting cards.

It is known that both the Deutsche Luftfrachtkontor and Pan-Maritime Cargo Service in Germany have made arrangements for their second freight charters to New York.

BOOKS

For the first volume of the **Men of Space Series**, (Chilton Co.; 235 pages; \$3.95), Shirley Thomas has written 10 profiles of men whose contributions to the development of rockets and astronautics have been outstanding. Timely though abbreviated close-ups of 10 big names whose labors have written history in space. They include Ehrlicke, von Braun, Goddard, von Neumann, Yeager, Stapp, Schriever, von Karman, Van Allen, and Tsolkovsky.

Edited by Richard Joseph, **Esquire's Europe in Style** (Harper & Brothers; 308 pages; \$4.95) provides intriguing sidelights on travel in Europe as seen by a richly assorted group of writers whose works over the years have appeared in *Esquire*. Here you have the intimate descriptions of places and people by such names as the F. Scott Fitzgeralds, Paul Gallico, Andre Maurois, Aldous Huxley, Sacheverell Sitwell, John Gunther, Robert Ruark—to name just some. A well-ordered book which performs well the twofold job of informing and entertaining.

Two new volumes in the Andermann Panorama Series are **Berlin** (French & European Publications, Inc.; 61 pages; \$2.75), by Karl E. Jacobs, with an introduction by Jürgen Graf; and **The Ruhr** (French & European Publications, Inc.; 61 pages; \$2.75), by Arno Wrubel, with an introduction by Jürgen Eysen. Both translations from the original German are by Gladys Wheelhouse. Each volume boasts 30 color plates of the highest quality. "Boasts" is the proper verb to use, for these photos lend a remarkable, almost three-dimensional quality to these little guide books. And the supporting texts are fully informative of the areas they cover—especially *Berlin* which is written with wit and charm. Each picture is supported by descriptive material, additional to the caption. Excellent.

What a compendium is Prof. B. A. Botkin's **A Civil War Treasury of Tales, Legends and Folklore** (Random House; 625 pages; \$7.95)! Botkin, a tireless chronicler of American folklore, has made a handsome addition to the spate scheduled for this centenary year of the War Between the States. That conflict being as Botkin describes it, the "writingest and story-tellingest war," the anthologist has an immense reservoir of material from which to draw—everything from newspaper clippings and diaries to personal narratives. He has brought together the impossibly scattered pieces of a mammoth mosaic and arranged them into what is a Civil War Treasury in the literal sense. A book of permanent value.

The good news is that John O'Hara, that master storyteller, makes an exceptional display of his rare talent in a trio of individually bound novellas which go neatly packaged under the overall title, **Sermons and Soda Water** (Random House; \$5.95). A clue to the author's intent behind his novellas, in his own words: "The Twenties, the Thirties, and the Forties are already history, but I cannot be content to leave their story in the hands of the historians and the editors of picture books. I want to record the way people talked and thought and felt, and to do it with complete honesty and variety..." His portrayals, his dialogue, his utter honesty, his art are superb. *Sermons and Soda Water* is fiction you don't want to miss.

As a treat to yourself, pick up a copy of Burr Shafer's **The Wonderful World of J. Wesley Smith** (Vanguard Press, Inc.; 128 pages; \$3.95), and be convinced what a wonderful world Mr. Smith finds himself in. Shafer, a clever and cultivated cartoonist, has his J.

Wesley Smith busting through history like a good-natured bull. He may be a business competitor of Antonio Stradivari, or Nero's father, or a Stone Age husband, or King Louis XV's confidante—you never know what next he'll be. But whatever period and costume he turns up in, there's a grin in store for you. A wonderful collection.

One method of getting by in this day and age of sputniks, beatniks and other horrors is to view life with no seriousness at all. Britain's Honor Tracey is an enthusiastic supporter of this school of thought. In her latest novel, **A Number of Things** (Random House; 248 pages; \$3.95), a young writer who happens to have produced a best-seller is sent to Trinidad as correspondent to a literary magazine. Henry takes the lid off Port of Spain before being abruptly recalled to London—by which time the reader can hardly bear to say goodbye to him, or to any of the characters in this gloriously funny book. And it is, of course, not only funny but penetrating, as Miss Tracey, for all her uproarious good nature, is as acute a satirist as is to be found today.

Denmark's Izak Dinesen, whose most widely-read book is *Out of Africa*, has given us another excellent book on Africa. Her **Shadows on the Grass** (Random House; 149 pages; \$3.00) is a collection of four pieces about Kenya as she knew it between the start of the First World War and the beginning of the Thirties, when the plunging of the coffee market forced her to give up her coffee plantation. Miss Dinesen has a marvelous way of conveying the elemental atmosphere of Africa, and of presenting Africans, for all their primitive background, as credible human beings. Highly recommended.

As one who for a long while has appreciated the particular art of H. E. Bates, the reviewer is pleased to commend to your reading his latest little farce, **Hark, Hark, the Lark** (Atlantic-Little, Brown & Co.; 158 pages; \$3.75). You'll meet the life-loving Larkins and their Rolls-Royce again, now back in their English countryside home. And this time there are the Jeroboams with whom there is a continuing tilt. The Jeroboams, you see, are seeking a manor house, and Pop Larkin has a monstrosity to unload. Take it from there—right through the uproarious consequences.

Douglas Reeman's novel, **Send A Gunboat**, (G. P. Putnam's Sons; 256 pages; \$3.75) is a tidy adventure yarn built around a near-impossible assignment of H. M. China River Gunboat *Wagtail*, an ungainly, flat-bottomed boat, which, it was rumored, "could sail on wet grass." Capt. Rustin Rolfe must evacuate a small British colony from an island under threat of Red Chinese invasion. How Rolfe accomplishes this feat, while beset by a variety of active deterrences, adds up to some lively reading. Good action; good characterization.

Though spotted with occasional flashes of powerful writing, the general impression of Ellick Moll's new novel, **Memoir of Spring** (G. P. Putnam's Sons; 188 pages; \$3.00) is one of nostalgic sadness; a groping, backward look to a forever lost youth in the Brooklyn of the Twenties. It is a movie composer with 29 scores to his credit, risen from his East New York origins, who tells his personal story in Hollywood-Brooklyn counterpoint. You may have met some of his local types in other books and on television, but we suspect you will find them freshly intriguing.

The 1961-62 edition of **Newman's European Travel Guide** (Harper & Brothers; 502 pages; \$5.95) is available. This well-organized travel guide is a recommended boon to your European trip, especially if you've never been there before. The first part is devoted to preparations for the journey; the second, to the 15 countries of Western Europe as well as Greece and Turkey, each land treated separately. Anticipates all your needs and queries. You won't go wrong with this guide.

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2 18 Ways to Reduce Handling Costs, a four-page bulletin which explores materials handling with an eye towards cutting costs. All 18 methods are illustrated with photos.

3 American Express has issued its first Air Freight Memo Tariff, listing transatlantic and transpacific general cargo rates. Includes two-way transatlantic specific commodity rates, emphasizing rates from Germany to 42 U. S. and Canadian cities. The booklet details a shippers letter of instructions and a list of 50 company offices overseas.

4 Are You Planning a Trip to Another Country? is a vest-pocket size booklet which includes such helpful information as currency conversions, weights and measures, tipping suggestions, tobacco allowances, etc.

5 The many applications and money-saving advantages of portable belt conveyors are discussed in a new illustrated Rapids-Standard bulletin.

6 Heavy Duty Trucks—Facts and Figures, a new 12-page booklet produced by the Automatic Transportation Co. which pictorially describes the place of the heavy duty industrial lift truck in industry.

7 Four-page bulletin which illustrates the Harper line of hand trucks for a wide variety of applications.

8 Here is a condensed illustrated catalog of the Hamilton line of floor trucks, dollies, casters, etc.

9 Traveling down South America—way? Panagra has issued a new and enlarged edition of its *Guide to Better Hotels in South America*. Lists 101 top hotels in South America, rates, number of rooms, type of service offered, etc. Excellent for the flying businessman.

10 How to Increase Profit Opportunities—Worldwide, a new 16-page booklet produced by Pan American World Airways which explains some of the reasons why "the idea of worldwide marketing (with domestic sales simply one phase of a global operation) is capturing the imagination of business management everywhere." Shows how the Jet Age fits into these opportunities. Excellent reading for everyone concerned with fast, safe, and economical distribution.

11 Forty-page, profusely illustrated, spiral-bound catalog which provides full information on the complete line of a manufacturer's two-wheel and platform trucks designed for a wide variety of purposes. Includes a special section devoted to non-standard trucks made to customer's specifications.

12 A firm which provides temporary help and business service on an international basis is offering an unusual 16-page businessman's almanac and calendar, with plenty of space to indite those business appointments; a section on the use of office equipment; a list of domestic marketing areas; and a specially designed calendar for vacationing personnel.

13 New four-page illustrated bulletin which describes a materials handling equipment manufacturer's palletless carton clamp attachment to be used on forklift trucks.

14 Interested in cutting materials-handling expenses? A manufacturer has compiled a new 80-page *Handbook of Cost-Cutting Materials Handling Ideas* which discusses problems concerning the use of various types of industrial trucks, pallet versus palletless handling, etc.; a thesis on how to analyze materials handling; flow charts; case histories; etc.

15 Just the thing for the wall of your shipping room—a 22" x 34" map of the United States in color which highlights all the domestic air routes. Printed on sturdy paper. Prepared by a major air freight forwarding firm, it provides at-a-glance information which all traffic and other departments require.

16 Illustrated bulletin on a heavy-duty sit-drive electric fork lift truck with capacities ranging from 1,500 to 4,000 pounds.

17 Here's a handy folder by Alitalia Airlines which serves as an air cargo destination arrival guide. List scores of foreign destinations, from Abadan to Zurich, with scheduled arrival times of aircraft from New York, Boston, and Montreal.

18 Latest issue of *Package Laboratory News*, which contains valuable information on the proper packaging of products for safe transportation. Features illustrated case histories.

19 A six-page illustrated bulletin offers complete engineering specifications and design features of a manufacturer's gas-powered standup, end control fork lift truck. Capacities are 2,000 and 2,500 pounds.

20 How to Increase Profit Opportunities—Worldwide, a new 16-page booklet which explains some of the reasons why the ideas of global marketing are growing in importance. It suggests methods of reducing distribution costs. Excellent reading for the modern businessman.

21 Sample copy of the *American Import & Export Bulletin*, monthly digest-size magazine devoted to international trade. Features a wide variety of data of special importance to foreign traders, including listed opportunities for import and export trade.

22 Brochure and samples of a cushioning material developed to protect narrow edges or flanges of metal stampings, wire strapping, turned-up lips, or extrusions.

23 Eight-page brochure which illustrates and explains details and advantage of a new pressure-sensing conveyor which is claimed to be gentle, safe, and efficient.

24 Four-page illustrated bulletin which describes a fork truck, with capacities of from 1,000 to 6,000 pounds, which can both lift and weigh a shipment in a single operation.

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